

EXHIBIT 11

1 UNITED STATES DISTRICT COURT
2 EASTERN DISTRICT OF VIRGINIA
3 (Richmond Division)

4 ePLUS, inc.,
5 Plaintiff,
6 -against- Civil Action No.
7 3:09-cv-620(JRS)
8 LAWSON SOFTWARE, INC.,
9 Defendant.

10 June 10, 2010
11 10:44 a.m.

12
13 Videotaped Deposition of LAURENE McENENY,
14 taken pursuant to Subpoena, at the offices of
15 Goodwin Procter LLP, 620 Eighth Avenue, New
16 York, New York, before ERIC J. FINZ, a Shorthand
17 Reporter and Notary Public within and for the
18 State of New York.

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20
21
22
23
24 JOB NO.: 24-180169
25 Pages: 1 - 233

1 A P P E A R A N C E S:
2 GOODWIN PROCTER LLP
3 Attorneys for Plaintiff
4 Exchange Place
5 Boston, Massachusetts 02109
6
7 BY: SRIKANTH K. REDDY, ESQUIRE

8 -AND-

9 GOODWIN PROCTER LLP
10 901 New York Avenue, Northwest
11 Washington, DC 20001

12 BY: SCOTT L. ROBERTSON, ESQUIRE

13 MERCHANT & GOULD
14 Attorneys for Defendant
15 80 South Eighth Street
16 Minneapolis, Minnesota 55402

17 BY: RACHEL C. HUGHEY, ESQUIRE

18
19 MARCUS BRODY FORD KESSLER & SAHNER LLC
20 Attorneys for the Witness
21 5 Becker Farm Road
22 Roseland, New Jersey 07068

23 BY: TODD M. SAHNER, ESQUIRE

24
25 ALSO PRESENT:

DOUGLAS HUEBNER, Videographer

1

1 THE VIDEOGRAPHER: This is the
2 video operator speaking, Douglas Huebner of
3 Merrill Legal Solutions. Today is June 10,
4 2010, and the time is 10:44.

5 We are at the offices of Goodwin
6 Procter, 620 Eighth Avenue, New York, New
7 York, to take the video deposition of
8 Laurene McEneny, in the matter of ePlus,
9 Inc. versus Lawson Software, Inc., in the
10 United States District Court, Eastern
11 District of Virginia, Richmond Division,
12 Case No. 3:09-cv-620.

13 Will counsel please introduce
14 themselves for the record.

15 MR. REDDY: Srikanth Reddy from the
16 law firm of Goodwin Procter on behalf of
17 the plaintiff ePlus, Inc.

18 MR. ROBERTSON: Scott Robertson
19 from Goodwin Procter for plaintiff.

20 MS. HUGHEY: Rachel Hughey from
21 Merchant & Gould for defendant Lawson
22 Software.

23 MR. SAHNER: Todd M. Sahner from
24 Marcus Brody on behalf of the witness.

25 THE VIDEOGRAPHER: Will the court

2

1 reporter please swear the witness.
2 L A U R E N E M c E N E N Y,
3 having been first duly sworn by the Notary
4 Public (Eric J. Finz), was examined and
5 testified as follows:

6 EXAMINATION BY
7 MR. REDDY:

8 Q. Good morning. Would you please
9 state your full name for the record?

10 A. My name is Laurene Jean, maiden
11 name, which I used in business is Fielder, and
12 my married name is McEneny.

13 Q. Do you have a preference of
14 Ms. McEneny versus Ms. Fielder?

15 A. That's fine.

16 Q. I'll try to make sure I get that
17 correct. I was hoping you'd say Fielder.

18 A. Before we sold the company I would
19 have, but now I'm officially a one name person
20 here.

21 Q. My name is Srikanth Reddy, I
22 represent the plaintiff in this matter, ePlus,
23 Inc.

24 Ms. McEneny, do you understand that
25 your answers today are being given under oath

1 and that you are under the same obligation as
2 you would have been in court to answer
3 truthfully and completely?

4 **A. Yes.**

5 Q. And have you ever given a
6 deposition before?

7 **A. No.**

8 Q. And so in that case I'll go over
9 some different rules, and if at any time you
10 have any questions about the process or anything
11 you should certainly feel free to ask those. If
12 any of my questions are unclear just let me know
13 and I'll try to clarify them.

14 Will you do that?

15 **A. Sure.**

16 Q. If you need to take a break at any
17 time, just let me know. I may ask you to wait
18 if we are in the middle of a question, but
19 otherwise we'll certainly take a break if you
20 need to.

21 Do you understand that?

22 **A. Um-hum.**

23 Q. And because the court reporter is
24 typing all the questions and all the responses,
25 he generally needs an audible response. So

5

1 **A. Yes.**

2 Q. And are you represented by counsel
3 here today?

4 **A. Yes.**

5 Q. And who is that representing you?

6 **A. Todd Sahner.**

7 MR. REDDY: Ms. McEneny, I'm
8 handing to the reporter what I would like
9 him to mark as Exhibit No. 1.

10 (McEneny Exhibit 1 for
11 identification, Subpoena.)

12 Q. You can take a couple, however much
13 time you need to familiarize yourself with that
14 document. And look up at me after you've had a
15 chance to do so.

16 **A. Is this the one that was sent to me
17 originally, or is this something different?**

18 Q. It should fairly and accurately
19 depict what was sent to you. Perhaps if you
20 want to take a look just to confirm.

21 **A. This looks identical.**

22 **Okay.**

23 Q. So have you seen this document
24 before?

25 **A. I believe this is the same document**

6

1 um-hum --

2 **A. Yes.**

3 Q. -- as opposed to yes, might be a
4 little bit more helpful. Thank you.

5 Are you taking any medication or
6 drugs that would affect your ability to answer
7 questions truthfully and accurately here today?

8 **A. No.**

9 Q. Is there any reason that you feel
10 you would not be able to give truthful answers
11 to my questions today?

12 **A. No.**

13 Q. Your counsel, Mr. Sahner, who I
14 understand is Mr. Sahner, he may object from
15 time to time. But unless he specifically
16 instructs you not to answer one of my questions,
17 I expect you to answer my question.

18 Do you understand that?

19 **A. Yes.**

20 Q. And the court reporter here, again,
21 he needs to take down everything we say. So he
22 can't take down nonverbal responses or shakes of
23 your head. So just make sure that you verbally
24 respond to each of my questions. Do you
25 understand that?

8

1 **that I was given when I was subpoenaed.**

2 Q. And if I can direct your attention
3 to page number 7. The heading says "schedule A,"
4 documents."

5 **A. Um-hum.**

6 Q. Do you see that there are five
7 requests for production listed there?

8 **A. Yes.**

9 Q. And have you produced documents in
10 response to this subpoena?

11 **A. Yes, I have.**

12 Q. And what did you produce?

13 **A. Can I look? I brought a file of
14 what I sent you. Is that okay?**

15 Q. Yes, that's appropriate, sure.

16 **A. I mailed to you a letter, let's**

17 **see, all documents provided to Lawson, so
18 basically I sent a letter. And it had the --
19 some email correspondence with Rachel Hughey.
20 And a copy of an engagement letter that they had
21 sent. And, let's see what else was in here.**

22 **And also I sent a USB, a ScanDisk
23 with some attachments that Rachel had sent,
24 which was a subpoena that their firm had sent me
25 a letter, the SAP trial transcript, day one and**

9
1 day two, and -- so basically the content of what
2 she sent.

3 Q. I don't mean to interrupt you, but
4 perhaps to speed the process along, I can
5 represent that all the documents you produced to
6 us have been produced in this litigation and
7 given to Lawson Software. I kind of wanted to
8 go through the specific requests that were made.

9 Have you provided any documents to
10 Lawson during the course of this litigation?

11 A. **The only things, I gave you
12 everything I would have given them.**

13 Q. And are there any existing
14 agreements or contracts between you and the
15 defendant Lawson Software?

16 A. **No.**

17 Q. And have you invoiced or billed
18 Lawson Software for anything with regards to
19 this litigation?

20 A. **No.**

21 Q. And has Lawson provided any
22 documents to you during the course of this
23 matter?

24 A. **Only the things I've given you.**

25 Q. And did you review the documents

11
1 other attorney from the Merchant & Gould law
2 firm or from anybody from Lawson Software with
3 regards to this matter?

4 A. **Everything that's happened has been
5 documented and provided to you.**

6 Q. Have you had any conversations with
7 anybody concerning the patents that are at issue
8 in this matter?

9 A. **When you say anybody, my husband,
10 yeah, we've talked about it.**

11 Q. Other than your husband, have you
12 had discussions with anybody with regards to the
13 patents that are at suit in this litigation?

14 THE WITNESS: Does that include our
15 conversation?

16 MR. SAHNER: Our conversations are
17 privileged.

18 A. **Then no.**

19 Q. I'm not asking about the specific
20 subject matter of anything you may have
21 discussed with your counsel. But are you
22 familiar with the patents that are at suit in
23 this litigation?

24 A. **I read them very carefully years
25 ago. I have not looked at them. I only looked**

10
1 that Ms. Hughey sent to you during the course of
2 the litigation?

3 A. **I did read it briefly. I haven't
4 studied it.**

5 Q. And do you recall specifically what
6 documents she had sent you?

7 A. **She sent me, basically my testimony
8 from the original trial, which was the ePlus/SAP
9 trial. So I did read through that.**

10 Q. Do you know why she sent you those
11 specific documents?

12 A. **No, not really.**

13 Q. Did you have any conversations or
14 any discussions with anybody from Lawson
15 Software or the law firm of Merchant & Gould
16 with regards to this litigation?

17 A. **Other than what I shared. I mean,
18 Rachel contacted me, which I summarized our
19 conversation for you and provided that. They
20 asked if I would be interested in being an
21 expert witness, and I indicated I'm not.**

22 Q. And other than the conversations
23 that were summarized in the documents that you
24 provided, were there any other conversations or
25 discussions that you had with Ms. Hughey or any

12
1 at my testimony.

2 Q. And when you say that you read them
3 carefully, how many patents are you referring
4 to?

5 A. **I don't really recall how many
6 patents were in question. This was a few years
7 ago when I was involved in the ePlus versus SAP
8 case.**

9 Q. When you say those patents, are you
10 referring to the patents that were at suit in
11 the SAP litigation?

12 A. **Correct.**

13 Q. Were there any patents other than
14 those patents that were at suit in the SAP
15 litigation assigned to ePlus that you reviewed?

16 A. **No.**

17 Q. Now, when you say that you
18 discussed the patents in suit with your husband,
19 what was the general substance of those
20 conversations?

21 MR. SAHNER: I just want to caution
22 the witness, your discussions with your
23 husband are privileged. What that means is
24 that you don't have to disclose what you
25 said, but you can disclose just the general

1 subject matter of what you talked about. 2 A. Yeah, just generally saying kind of 3 here we go again. And nothing that I can even 4 think of that's worth mentioning. 5 Q. Okay. When you say that you were 6 asked to be a consultant in this litigation, who 7 asked you to be a consultant in this litigation? 8 A. Rachel. 9 Q. And how did you respond to her? 10 A. I said I wasn't interested. 11 Q. And do you intend to testify at 12 trial in this matter? 13 A. At this moment in time it's not my 14 intention. 15 Q. Did you meet with anybody in order 16 to prepare to testify here today? 17 A. Just Todd. 18 Q. And when did that meeting take 19 place? 20 A. Last Friday. 21 Q. And how many times did you meet 22 with him? 23 A. Just once. 24 Q. And was anybody else present at 25 that meeting?	13 1 out of college. I worked for them for a few 2 years. Briefly worked for ADP. And started 3 American Tech with Tim. 4 Q. Now, do you recall what year you 5 graduated from Aquinas College? 6 A. Think back, 1989. Well, '88, 7 December of '88. But I graduated with my class 8 in spring of '89. So actually commenced in the 9 spring. But my degree and my date was December 10 of '88. 11 Q. And did you have a specific major 12 that you graduated? 13 A. I'm sorry. '78. I'm sorry. 14 Q. So you graduated from Aquinas 15 College in 1978; is that correct? 16 A. That's correct. 17 Q. And was there a specific area that 18 you majored in while at Aquinas College? 19 A. Yes. 20 Q. And what is that? 21 A. Marketing communications. 22 Q. So after graduating in 1978, I 23 think you said you went to work for the General 24 Electric Company; is that correct? 25 A. Um-hum, Information Services.
14 1 A. My husband was. 2 Q. And for how long did you meet with 3 Mr. Sahner? 4 A. I don't know, maybe half hour. 5 Mostly talking about golf. 6 Q. Did you have any discussions with 7 anybody besides Mr. Sahner or your husband in 8 order to prepare for your testimony here today? 9 A. No. 10 Q. Now, you mentioned that you 11 reviewed your testimony in the SAP case; is that 12 correct? 13 A. Right, I read it once. 14 Q. And at various times today I might 15 refer to some of that testimony. 16 A. Um-hum. 17 Q. Do you recall in general the 18 testimony that you had given in the SAP case? 19 A. In general I recall. 20 Q. Now, if you can talk to me a little 21 bit about your background starting after 22 college, after secondary school, leading up to 23 the time that you were at American Tech, Inc. 24 A. I went to Aquinas College. I was 25 hired by General Electric Information Services	14 1 Q. And for how long did you stay at 2 General Electric Information Services? 3 A. I think about four years. A little 4 over four years. 5 Q. And what did you do while at GE 6 Information Services? 7 A. I sold software services. 8 Q. What types of software services did 9 you sell? 10 A. Time sharing services, 11 manufacturing software. 12 Q. So if you were at GE Information 13 Services for approximately four years from 1978, 14 is it true that you left GE Information Services 15 around 1982 then? 16 A. Um-hum. Right. Worked for ADP for 17 just a few months. 18 Q. What is ADP? 19 A. Automated Data Processing, the 20 payroll people. 21 Q. I'm sorry, when you say the payroll 22 people, what do you mean by that? 23 A. Most people think of ADP as a 24 payroll service provider. 25 Q. And what did you do while you were

<p>1 at ADP?</p> <p>2 A. Sales.</p> <p>3 Q. And what was ADP selling at that</p> <p>4 time?</p> <p>5 A. They were selling a lot of things.</p> <p>6 But mostly time sharing, financial services</p> <p>7 software.</p> <p>8 Q. What do you mean by time sharing?</p> <p>9 A. At that point in time companies</p> <p>10 would buy time on large computer systems. So</p> <p>11 instead of having personal computers like we do</p> <p>12 now, people would have basically dumb terminals</p> <p>13 and they would buy time on large computer</p> <p>14 systems.</p> <p>15 Q. Wow. How long did that practice</p> <p>16 continue?</p> <p>17 A. Oh, God, I feel old.</p> <p>18 Q. I'm sorry, you don't need to. I'll</p> <p>19 withdraw that question, you don't need to answer</p> <p>20 that question.</p> <p>21 A. That's fine.</p> <p>22 Q. How long did you stay at ADP?</p> <p>23 A. It was just a couple of months.</p> <p>24 Q. And so sometime in 1982 you and</p> <p>25 your husband started American Tech; is that</p>	<p>17</p> <p>1 released in 1984, were there subsequent versions</p> <p>2 of the P.O. Writer software?</p> <p>3 A. Yes.</p> <p>4 Q. And approximately how many versions</p> <p>5 of the software were released over time?</p> <p>6 A. There were twelve DOS versions, and</p> <p>7 there were, oh, gosh, P.O. Writer Plus for</p> <p>8 Windows. I can't remember exactly how many we</p> <p>9 had, because then we switched into the web based</p> <p>10 product line.</p> <p>11 Q. Do you still work for American</p> <p>12 Tech?</p> <p>13 A. No, I don't.</p> <p>14 Q. And when did you cease working for</p> <p>15 American Tech?</p> <p>16 A. At the end of last year.</p> <p>17 Q. And is American Tech still -- does</p> <p>18 American Tech still exist?</p> <p>19 A. American Tech, the name changed in</p> <p>20 2000. So American Tech became Purchasing Net,</p> <p>21 Incorporated. And Purchasing Net, it was a name</p> <p>22 change only. And that company still exists.</p> <p>23 Q. And have you, do you retain any</p> <p>24 interest in Purchasing Net?</p> <p>25 A. None.</p>
<p>1 correct?</p> <p>2 A. In '83 we founded the company.</p> <p>3 Q. And what was the first product that</p> <p>4 American Tech sold?</p> <p>5 A. It was a product called P.O.</p> <p>6 Writer.</p> <p>7 Q. And what was the business of</p> <p>8 American Tech?</p> <p>9 A. We were in the business of selling</p> <p>10 PC based purchasing software.</p> <p>11 Q. Now, when was the first version of</p> <p>12 the P.O. Writer product released?</p> <p>13 A. I guess commercially released in</p> <p>14 '84. We started the company in '83, and the</p> <p>15 first version was out in '84.</p> <p>16 Q. And what was the P.O. Writer</p> <p>17 product?</p> <p>18 A. It was a purchasing module.</p> <p>19 Software.</p> <p>20 Q. When you say a purchasing module,</p> <p>21 what do you mean by that?</p> <p>22 A. It was a software product that</p> <p>23 would allow people to generate a purchase order</p> <p>24 and do some basic reports.</p> <p>25 Q. Now, after that first version was</p>	<p>18</p> <p>20</p> <p>1 Q. And I'm sorry, so you ceased being</p> <p>2 involved with Purchasing Net sometime in 2009;</p> <p>3 is that correct?</p> <p>4 A. We sold the company.</p> <p>5 Q. Okay. And so your husband, does he</p> <p>6 still retain any interest in Purchasing Net?</p> <p>7 A. No.</p> <p>8 Q. Now, the twelve DOS versions of the</p> <p>9 P.O. Writer Plus program, do you recall when the</p> <p>10 last DOS version of P.O. Writer was released,</p> <p>11 roughly?</p> <p>12 A. Let's see.</p> <p>13 Probably about '95.</p> <p>14 Q. Are you sure it was in 1995?</p> <p>15 A. Let me see. Yeah, that's right. I</p> <p>16 have to double-check, since I didn't know when I</p> <p>17 graduated from college, I'm slow on the dates.</p> <p>18 All right?</p> <p>19 Q. I understand. Do you recall what</p> <p>20 functionality was added with each version of the</p> <p>21 DOS throughout those twelve different versions</p> <p>22 from 1984 and 1995?</p> <p>23 A. There was a lot. I would have to</p> <p>24 really go back to documentation to look</p> <p>25 specifically at the features in every year.</p>

1 Q. Just here testifying today, do you
2 recall the specific functionality that might
3 have been added from version 1 to version 12?

4 A. **I remember some of it.**

5 Q. Now, you testified that you no
6 longer are employed by or have any interest with
7 P.O. Writer -- I'm sorry, with Purchasing Net;
8 correct?

9 A. **Correct.**

10 Q. Have you retained any documents
11 from either Purchasing Net or American Tech that
12 were generated while you were affiliated with
13 those two companies?

14 A. **I probably have a few things. Some
15 files. I have kept a couple of folders on
16 customers, you know, we were working with just
17 to make sure if anybody had any questions that
18 they wanted to call me, you know, they could.
19 So just trying to be helpful to the staff that
20 was left behind. We sold the company, so still
21 felt some responsibility to the people.**

22 Q. So other than the customer folders,
23 are you aware of any other documents that you
24 might have retained from Purchasing Net?

25 A. **You know, I'm not really sure, we**

21

1 A. **To me it would be the same, it was
2 just a name change.**

3 Q. Did American Tech have a general
4 policy with regards to the schedule by which it
5 would release different versions of the P.O.
6 Writer project?

7 A. **Generally we did one major release
8 per year.**

9 Q. So between 1984 and 1995, that's
10 twelve years actually, correct? I'm sorry, I'll
11 withdraw that question as well.

12 So the twelve DOS versions of the
13 P.O. Writer software, were each of those
14 versions released between 1984 and 1995?

15 A. **Yes.**

16 Q. Now, if I can start with -- I'm
17 sorry, so I think you testified that version
18 number 2 was released in 1985; correct?

19 A. **I'd have to double-check, but that
20 sounds right.**

21 Q. Was version 3 -- when was version 3
22 released then?

23 A. **Generally they would be one major
24 release per year. That was the general
25 practice. So if you ask me about 3 then 4 then**

22

1 **do have some things in the garage. And the
2 reason is Tim is writing a book, and I know he
3 saved some things. But I honestly don't know
4 what he has specifically.**

5 Q. Now, I think you testified that
6 version 1 of the P.O. Writer software was
7 released in 1984; correct?

8 A. **I believe that's correct.**

9 Q. Do you recall when the second
10 version of P.O. Writer was released?

11 A. **Probably about a year later, but I
12 don't know the exact date.**

13 Q. So during that time frame, the
14 company was known as American Tech, correct?

15 So in general I'll try to refer to
16 it as American Tech for the company that you and
17 your husband started, which became Purchasing
18 Net in 2000 and which you subsequently sold in
19 2009.

20 A. **Um-hum.**

21 Q. Does that make sense?

22 A. **That's fine.**

23 Q. And if you have any questions at
24 any time as to what entity I'm referring to, you
25 could certainly feel free to ask.

24

1 **5, they kind of fall along that line. It was
2 the general practice to try and do that.**

3 Q. Now, when was version 10 of the
4 P.O. Writer product released?

5 A. **It was released in the -- well, can
6 I check my notes? I want to double-check to
7 make sure I get this right.**

8 Q. Sure.

9 A. **Should be '83, but let me just
10 double-check.**

11 **Yes, '83. I'm sorry, '93.**

12 Q. When you say you were checking your
13 notes, the notes you were checking was your
14 testimony from the SAP case; is that correct?

15 A. **That's right.**

16 Q. Now, other than your testimony from
17 the SAP case, is there anything else that you
18 have to corroborate that version 10 of the P.O.
19 Writer product was released in 1993?

20 A. **No. Just everything I testified to
21 originally would still be true.**

22 MR. REDDY: I'm handing to the
23 reporter what I'll ask him to mark as
24 McEneny Exhibit No. 2.
25 (McEneny Exhibit 2 for

<p>1 identification, document headed "Guided 2 Tour, Version 10.0," production numbers L 3 0126514 through L 0126701.) 4 MR. REDDY: It's a document, the 5 cover of which states "guided tour, version 6 10.0." 7 Q. That's a rather large document, so 8 I'll ask you to peruse the document and you can 9 look up at me after you've had a chance to 10 familiarize yourself with it. 11 Do you recognize that document 12 that's been marked as Exhibit No. 2? 13 A. Yes, I do. 14 Q. And what is that document? 15 A. This is a guided tour that was 16 published for our software. 17 Q. What is the purpose of that 18 document? 19 A. This document was used to teach 20 people how to use the product. 21 Q. Now, when you say the product, what 22 product are you referring to? 23 A. The P.O. Writer Plus software. 24 Q. Now, there were several different 25 modules that were associated with the P.O.</p>	<p>25 1 additional modules would vary on a case-by-case 2 basis? 3 A. That's right. 4 Q. And some of those customers might 5 not have purchased any additional modules; is 6 that correct? 7 A. That's correct. 8 Q. If I can direct your attention to 9 page number 7. I realize there is several 10 different numbers along there, I'll try to refer 11 to the numbers that have an L prefix on it. We 12 call those Bates labels. The document Bates 13 labelled L 0126537. 14 The heading of the document refers 15 to "purchasing - the basics." 16 Do you see that? 17 A. Yes. 18 Q. What is this section of the manual 19 discussing? 20 A. This particular page is discussing 21 the P.O. Writer Plus item master file. 22 Q. And what was the item master file? 23 A. It was a file that people could use 24 to input things that they were going to purchase 25 in the software.</p>
<p>1 Writer Plus software; is that correct? 2 A. Correct. 3 Q. And when a user purchased the 4 software, they purchased only the purchasing 5 module; is that correct? 6 MS. HUGHEY: Objection; vague. 7 A. There were many modules. In our 8 product they would have to purchase the 9 purchasing module in order to make anything else 10 work. That was like our foundation module. But 11 they could buy as much or as little as they 12 needed to meet their needs. 13 Q. And those other modules, they were 14 all optional; correct? 15 A. Correct. 16 Q. So a customer of American Tech 17 could choose whether or not they wanted those 18 additional modules; correct? 19 A. That's correct. 20 Q. And so when we refer to customers 21 of American Tech, each of those customers 22 purchased the purchasing module; is that 23 correct? 24 A. That's correct. 25 Q. But whether or not they purchased</p>	<p>26 1 Q. So other than the item master 2 record, is there any other place in the P.O. 3 Writer software where data would be inputted 4 reflecting specific items that a user would like 5 to purchase? 6 A. Well, there was the ability to free 7 form an item. So they didn't have to put it in 8 the item master file. 9 Q. Other than the free form -- the 10 ability to free form an item and the item master 11 record, were there any other ways that a person 12 could purchase items using the P.O. Writer 13 software? 14 A. So let me make sure I understand 15 the question. Are you asking is there another 16 way to get data into the system? 17 Q. That's correct. My question is 18 other than the item master record or by free 19 form typing in a specific item, are there any 20 other items that a person could purchase using 21 the P.O. Writer software? Would all of those 22 items be associated with only with the item 23 master record or the free form searching? 24 A. In order to create a requisition or 25 a purchase order, yes, you would need to either</p>

29
1 access information from the item master or use
2 the free form feature. There were different
3 ways to get the software, to get data into the
4 database. This entry screen is one way. But in
5 order to actually create an order, you would
6 either need to use an item that exists in the
7 item master or you would use a free form
8 feature. Or -- okay.

9 Q. I'm sorry, I didn't mean to
10 interrupt you. Is your response complete?

11 A. No, I'm done.

12 Q. This specific page, which is Bates
13 numbered L 0126537, there is a screenshot of an
14 item master record; is that correct?

15 A. Correct.

16 Q. And there are several fields that
17 are associated with the item master record; is
18 that correct?

19 A. Um-hum.

20 Q. Are there any fields that are
21 associated with the item master record, to your
22 knowledge, that are missing from this specific
23 screenshot?

24 A. That are missing from this
25 screenshot? Well, if you go to the next page,

31
1 Q. I'm just trying to confirm that the
2 specific fields that are listed in this
3 screenshot that's on L 126537, that those fields
4 are the limits to the amount of data for any
5 item that's located in the item master record.

6 A. Well, there is some data that the
7 system, the database itself would maintain that
8 would be stored in the database associated with
9 the item. So for example, I could put an item
10 in, I could use the additional fields that we
11 talked about. Then when I'm actually using the
12 product, the system would record and the
13 database behind the scenes additional
14 information for the user. Such as historic
15 information used to generate a history card.

16 Does that answer your question?

17 Q. Sure. Other than the history --
18 the historical information that was associated
19 with the history card, can you think of any
20 other information with regards to an item that
21 would be located in the database in the P.O.
22 product that could be associated with a specific
23 item?

24 A. No.

25 Q. Now, looking at these specific

30
1 you'll see that there are additional fields that
2 you could use. So if you go to 858, it looks
3 like an 8, it's a little blurry, you can see
4 that there was additional functionality that you
5 could use. So this was like the main screen,
6 the highest level, if you will, and then you
7 could put additional information in by using a
8 function key.

9 So if you go to the next page, you
10 could see then you could put in extended
11 description, you could put in user defined
12 fields. You could also put in inventory control
13 data.

14 Q. And I understand that there are
15 those other user defined fields, and there is
16 the inventory control data as well as the
17 extended description. But other than those
18 three, is there any specific data with regards
19 to a specific item that can be inputted into the
20 item master file?

21 MS. HUGHEY: I'm going to object,
22 that's vague. Can you rephrase? .

23 A. I guess I'm trying to anticipate
24 what you're asking, and I just don't understand
25 what you're getting at.

32
1 fields that are listed on the item master file,
2 do you see the first one says item number?

3 A. Um-hum.

4 Q. Now, the item number, that's
5 generated by the user; correct?

6 A. It could be generated by the user.
7 Could also be a catalog number. So that means
8 it could have been generated by a supplier
9 and --

10 Q. But -- I'm sorry, I didn't mean to
11 interrupt you.

12 A. So it could be imported to the item
13 master file from an external file, which was
14 very common. We had a utility that was called
15 the data interface utility that would allow
16 people to import information to populate the
17 item master record. Or the user could make it
18 up.

19 Q. So the item number could be
20 anything in the P.O. Writer product; is that
21 correct?

22 A. It just is there to uniquely
23 identify the item.

24 Q. And the user can key in anything
25 they want for the item number; is that correct?

<p>1 A. They could. I mean, within the 2 limits of the field size of course.</p> <p>3 Q. Looking to the third field from the 4 bottom, do you see where it says catalog ID?</p> <p>5 A. Correct.</p> <p>6 Q. So the catalog ID, that's also a 7 user generated field; correct?</p> <p>8 A. Again, it could be or it could be 9 included in an import file.</p> <p>10 Q. Again, the user can determine what 11 goes into the catalog ID field?</p> <p>12 A. Sure.</p> <p>13 Q. At their own discretion.</p> <p>14 A. Um-hum.</p> <p>15 Q. And for this specific example 16 that's listed here on page L 0126537, there is 17 no data associated with the catalog ID; is that 18 correct?</p> <p>19 A. That's correct, it's not a 20 required -- it was not a required field.</p> <p>21 Q. So a user did not have to enter 22 data with regards to the catalog ID associated 23 with the specific item in order for the P.O. 24 Writer Plus module, purchasing module to 25 function; is that correct?</p>	<p>33</p> <p>1 version. But I would have to double-check that. 2 Q. But sitting here today you don't 3 know whether a user could conduct any sort of 4 keyword search associated with the extended 5 description; correct?</p> <p>6 A. Correct.</p> <p>7 Q. If I can direct your attention to 8 the document that's Bates labelled L 0126541. I 9 believe it's page number 11 of the manual.</p> <p>10 A. Um-hum.</p> <p>11 Q. What does this page depict?</p> <p>12 MS. HUGHEY: What page are we on?</p> <p>13 MR. REDDY: I'm sorry, L 126541.</p> <p>14 A. This is the input screen for the 15 inventory control master file.</p> <p>16 Q. And what was the inventory control 17 module?</p> <p>18 A. It was a separate P.O. Writer Plus 19 module that people could buy to manage on hand 20 inventory. So this particular screen would be 21 used if the user was going to manage inventory 22 for an item.</p> <p>23 Q. Now, when you say to manage on hand 24 inventory, that refers to the inventory actually 25 owned by the user; correct?</p>
<p>1 A. That's correct.</p> <p>2 Q. Now, going to the next page, which 3 is L 0126538, which I think you referred to.</p> <p>4 A. Um-hum.</p> <p>5 Q. You do you see there is three 6 additional, I don't know what's the best term to 7 use to refer to the extended description, the 8 user defined fields or the inventory control 9 data, what do you think is the best way to refer 10 to those?</p> <p>11 A. I don't know, additional item 12 information.</p> <p>13 Q. So for the additional item 14 information that's associated with the extended 15 description, that's an entirely user generated 16 description; correct?</p> <p>17 A. Again, same thing, user could 18 control it or import it.</p> <p>19 Q. Right. And a user could not search 20 or conduct any keyword search of information 21 that was in the extended description; correct?</p> <p>22 A. I would have to double-check. I 23 believe that they were using the description 1 24 and description 2 if they were going to search 25 for an item based on description in this</p>	<p>34</p> <p>1 A. Not always. I mean, there was a 2 single database that was the P.O. Writer Plus 3 database. But you can see on this particular 4 page that you can have -- let's see. Third from 5 the bottom, where it says default inventory 6 location, you could actually store an item in 7 different locations.</p> <p>8 And that location was what you were 9 referring to earlier can be defined by a user. 10 So it could be a location that was a warehouse 11 that was owned by the customer. But it also 12 could be a location that might be owned by a 13 supplier.</p> <p>14 So for example, one of the things 15 people would use our product for was managing 16 forms. So if the forms happened to be stored, 17 you know, at a vendor site, you could keep track 18 of that yourself. But it was simply contained 19 within this single database, it was not a case 20 where you were going to somebody else's computer 21 system and checking inventory. We didn't do 22 that.</p> <p>23 Q. When you say that you could store, 24 actually store an item in a different location, 25 you're referring to that a user could store</p>

<p>1 specific items in different locations; correct?</p> <p>2 A. That's correct.</p> <p>3 Q. And that's inventory that's</p> <p>4 specific to that user; correct?</p> <p>5 A. That's correct.</p> <p>6 Q. And is it accurate to say that what</p> <p>7 the P.O. Writer system did not do is that it did</p> <p>8 not permit a user to go and check inventory in</p> <p>9 another company's inventory; is that an accurate</p> <p>10 statement?</p> <p>11 MS. HUGHEY: Objection; leading.</p> <p>12 THE WITNESS: Do I answer that?</p> <p>13 MR. REDDY: You can answer it, yes.</p> <p>14 A. The P.O. Writer system only checked</p> <p>15 inventory that existed within the P.O. Writer</p> <p>16 Plus database.</p> <p>17 Q. And the only inventory that could</p> <p>18 be associated with the P.O. Writer Plus database</p> <p>19 would be the inventory owned by the actual user;</p> <p>20 is that correct?</p> <p>21 A. The inventory owned? That would be</p> <p>22 a common practice. I mean, it wouldn't be a</p> <p>23 software limitation, but certainly that would be</p> <p>24 a common practice.</p> <p>25 Q. But with respect to the actual</p>	<p>37</p> <p>1 Q. And what was the purpose of the</p> <p>2 vendor master file?</p> <p>3 A. You would enter supplier or vendor</p> <p>4 information using this screen into the database.</p> <p>5 Q. And what would a user do with the</p> <p>6 information that's stored in the vendor master</p> <p>7 file?</p> <p>8 A. They would use this to create</p> <p>9 requisitions, to generate requests for quotes,</p> <p>10 to generate purchase orders.</p> <p>11 Q. And do you see that there is</p> <p>12 various fields that are associated with the</p> <p>13 vendor master file as depicted on the page</p> <p>14 numbered L 0126543?</p> <p>15 A. I'm sorry, 543?</p> <p>16 Q. Yes, I'm sorry, I'm referring to</p> <p>17 the L numbers. I believe it's page number 13 of</p> <p>18 the manual, the document Bates labelled L</p> <p>19 0126543.</p> <p>20 A. Yes. Um-hum.</p> <p>21 Q. And other than the fields that are</p> <p>22 depicted -- I'm sorry, is this a screenshot of</p> <p>23 the vendor master file that's associated with</p> <p>24 the version 10 of the P.O. Writer product?</p> <p>25 A. Yes.</p>
<p>38</p> <p>1 software that's within the P.O. Writer system, a</p> <p>2 user of the -- the inventory control module only</p> <p>3 permitted a user to manage their own inventory;</p> <p>4 is that correct?</p> <p>5 A. It was designed to manage their own</p> <p>6 inventory.</p> <p>7 Q. And there wasn't any functionality</p> <p>8 that permits a user to manage inventory owned by</p> <p>9 a different entity; is that correct?</p> <p>10 MS. HUGHEY: Objection; leading.</p> <p>11 Q. You can answer.</p> <p>12 A. I'm sorry, one more time.</p> <p>13 Q. There wasn't any functionality in</p> <p>14 the P.O. Writer Plus version 10 system that</p> <p>15 permitted a user to manage inventory owned by a</p> <p>16 different entity?</p> <p>17 A. Correct.</p> <p>18 Q. Now, if I can direct your attention</p> <p>19 to the document marked L 0126543. I believe</p> <p>20 it's page number 13 of the manual.</p> <p>21 A. Um-hum.</p> <p>22 Q. Do you recognize this specific</p> <p>23 page?</p> <p>24 A. I do. It's the P.O. Writer Plus</p> <p>25 vendor master input screen.</p>	<p>40</p> <p>1 Q. Are the specific fields that are</p> <p>2 indicated on this screen that's on document</p> <p>3 Bates labelled L 0126543, are there any other</p> <p>4 fields that could be input into the vendor</p> <p>5 master file?</p> <p>6 A. Yes, there were. And on the next</p> <p>7 page, the 544, it does show additional</p> <p>8 information that you could enter about a</p> <p>9 supplier.</p> <p>10 Q. And those would be vendor notes;</p> <p>11 correct?</p> <p>12 A. That's correct.</p> <p>13 Q. And again, much like the extended</p> <p>14 description that we talked about with respect to</p> <p>15 the master item inventory, that was a free form</p> <p>16 area where a user could input their own data;</p> <p>17 correct?</p> <p>18 A. That's correct.</p> <p>19 Q. And to your knowledge, just as I</p> <p>20 believe you testified to with respect to the</p> <p>21 extended description, you're testifying today</p> <p>22 you're not aware of whether a user could</p> <p>23 manually keyword search information that was</p> <p>24 contained with respect to the vendor notes; is</p> <p>25 that correct?</p>

<p>1 MS. HUGHEY: Objection; leading. 2 A. Correct. 3 Q. Thank you. 4 Now, with respect to these specific 5 fields that are depicted on the document Bates 6 labelled L 0126543, the vendor number, is that 7 number, again, inputted by the user? 8 A. Yes. 9 Q. And the catalog ID field that was 10 mentioned in the item master file that we just 11 discussed, there is no field associated with the 12 catalog ID in the vendor master file; is that 13 correct? 14 A. Correct. The catalog was part of the item master. 15 Q. And that catalog ID was not 16 associated with the vendor master file; is that 17 correct? 18 MS. HUGHEY: Objection; vague as to 19 associated. 20 A. The item master file contained user defined fields. And those user defined fields could and often did contain reference to the vendor number. So if a user was going to look 25 for an item, and they weren't really sure who</p>	<p>41 1 Q. And again, just to your 2 recollection today, you don't recall whether a 3 user could physically search by keyword 4 information that was contained in the user 5 defined fields; correct? 6 A. In the item master file? 7 Q. Correct. 8 A. You're asking, let me make sure I understand the question. So you're saying if they use the user defined field in the item master, could they search on the data in those user defined fields? 13 Q. That's correct. I'm asking so if a 14 person turns on their P.O. Writer system and 15 they want to conduct a keyword search for 16 information that's contained in the user defined 17 field, could a person do that? 18 A. As it relates to the item master, yes. 20 Q. And where is that functionality 21 disclosed with regards to this specific 22 document? 23 A. Oh, I don't know. 24 Q. Do you have -- is there anything 25 you could point to to corroborate the statement</p>
<p>42 1 they could buy it from, it was common practice, 2 and we educated people on using the item master 3 user defined fields, to say things like 4 preferred supplier or primary supplier, 5 alternate supplier. 6 So that would have been an 7 implementation of that feature in the item 8 master file. 9 To answer your question, there is 10 no field in the vendor master file called 11 catalog. Does that answer your question? 12 Q. Specifically I'm just -- you recall 13 there was a field in the item master that's 14 called catalog ID; correct? 15 A. Um-hum. 16 Q. There is no reference to that 17 catalog ID field in the vendor master file; 18 correct? 19 A. That's correct. 20 Q. And with respect to those user 21 defined fields that you just referenced, those 22 user defined fields, again, are free form fields 23 where a user could manually input whatever 24 information they want? 25 A. Absolutely.</p>	<p>44 1 that a person could conduct a keyword search for 2 information with respect to the user defined 3 fields? 4 A. Can I refer to the demonstration 5 from the original trial, the SAP trial? 6 Q. You haven't provided a 7 demonstration to Lawson in this litigation; 8 correct? 9 A. No. 10 Q. And you haven't provided any 11 documents to Lawson in this litigation; correct? 12 A. No. 13 Q. So anything that you would use to 14 corroborate your statement that a user may be 15 able to conduct a keyword search of the user 16 defined fields, anything that you use to 17 corroborate that would be based on your 18 testimony from the SAP litigation; correct? 19 MS. HUGHEY: Objection; 20 mischaracterizes the witness' testimony. 21 Q. You can answer. 22 A. I would refer to my demonstration 23 testimony to help you understand this. 24 Q. And that's the testimony that you 25 gave in the SAP litigation; correct?</p>

<p>1 A. Correct.</p> <p>2 Q. And other than that testimony, 3 there is nothing else you can point to to 4 corroborate whether or not a user could conduct 5 a keyword search of the user defined fields in 6 version number 10 of the P.O. Writer system; is 7 that correct?</p> <p>8 A. Give me just a few minutes, I could 9 look through here and see if it's in here. I 10 just don't remember off the top of my head.</p> <p>11 Q. Please, go ahead. Take all the 12 time you need.</p> <p>13 A. Nope, I don't see anything.</p> <p>14 Q. So there is nothing in the guided 15 tour which discusses a user's ability to conduct 16 a keyword search of the user defined fields 17 associated with the item master record in 18 version 10; correct?</p> <p>19 A. I don't see any.</p> <p>20 MS. HUGHEY: Mischaracterizes the 21 witness' testimony. Objection.</p> <p>22 MR. REDDY: So I believe we've been 23 going for a little bit over an hour, so now 24 might be a good time for a short break.</p> <p>25 THE WITNESS: Okay.</p>	<p>45</p> <p>1 in the P.O. Writer Plus system?</p> <p>2 A. Yes.</p> <p>3 Q. Is there anything else you can tell 4 me about what the purpose is of the electronic 5 history card?</p> <p>6 A. No, it's for history.</p> <p>7 Q. So it just permitted a user to 8 track the history of different purchases of a 9 specific item; is that correct?</p> <p>10 MS. HUGHEY: Objection; leading.</p> <p>11 A. It would allow people to look at 12 anything associated with the item. So for 13 example, if the item was sent out for quote, it 14 would note the quote number. If it was 15 purchased, it would note the purchase number. 16 So it was not just purchase history, it was 17 history about activity around the system.</p> <p>18 Q. But it was history with regards to 19 activity for the specific item; correct?</p> <p>20 A. That's correct.</p> <p>21 Q. If I can direct you to the next 22 page, which is Bates labelled L 0126552.</p> <p>23 A. Um-hum.</p> <p>24 Q. Does this screen depict a purchase 25 order history?</p>
<p>1 THE VIDEOGRAPHER: Going off the 2 record at 10:38.</p> <p>3 (A recess was taken.)</p> <p>4 THE VIDEOGRAPHER: Back on the 5 record, 11:52.</p> <p>6 BY MR. REDDY:</p> <p>7 Q. Ms. McEneny, I would like to direct 8 your attention to the document that's Bates 9 labelled L 0126551. The heading of it is "P.O. 10 Writer Plus 3, creating purchase orders." I 11 believe it's page 21 of the manual.</p> <p>12 Now, this section regarding 13 creating purchase orders, can you just describe 14 generally what that section is about?</p> <p>15 A. This section of the manual would 16 teach a user the basic options for creating an 17 order in the P.O. Writer system.</p> <p>18 Q. And I would like to direct your 19 attention to, there is a paragraph that begins 20 P.O. Writer Plus, I believe it states "P.O. 21 Writer Plus has an 'electronic history card'. 22 This feature allows you to stop keeping manual 23 records of purchase history."</p> <p>24 Does that accurately depict what 25 the purpose of the electronic history card was</p>	<p>46</p> <p>1 A. Yes, it does.</p> <p>2 Q. And if I can direct your attention 3 to the paragraph at the top of the page, it 4 states "the purchase order history screen shows 5 that you have purchased A1000 twice from Best 6 Buy Supply and issued an RFQ to Bayless." 7 Did I read that correctly?</p> <p>8 A. Correct.</p> <p>9 Q. So the screenshot here depicts the 10 history of requests or are purchases associated 11 with that a specific item A1000; correct?</p> <p>12 A. Correct.</p> <p>13 Q. And in this example, there are 14 three different entries; correct?</p> <p>15 A. Yes.</p> <p>16 Q. And two of those are associated 17 with a vendor called Best Buy Supply?</p> <p>18 A. Um-hum.</p> <p>19 Q. I'm sorry, is that a yes?</p> <p>20 A. That's a yes.</p> <p>21 Q. And one of those is associated with 22 a company called Bayless Stationers; is that 23 correct?</p> <p>24 A. That's correct.</p> <p>25 Q. So this specific item number is not</p>

<p>1 tied to any particular single source; correct?</p> <p>2 MS. HUGHEY: Objection; vague.</p> <p>3 A. This is, this history card is</p> <p>4 showing three transactions for the item A1000.</p> <p>5 Q. But that item number, A1000, is not</p> <p>6 tied to a particular single source; correct?</p> <p>7 MS. HUGHEY: Objection; same</p> <p>8 objection; vague.</p> <p>9 A. Correct. I believe it's -- they're</p> <p>10 independent suppliers that are shown on this</p> <p>11 history card. The activity is three different</p> <p>12 types of activity. Or in this case.</p> <p>13 Q. And that -- I'm sorry, I didn't</p> <p>14 mean to interrupt you.</p> <p>15 A. No.</p> <p>16 Q. And that history reflects that this</p> <p>17 item number is associated with more than one</p> <p>18 source; correct?</p> <p>19 A. That's correct.</p> <p>20 Q. And I'm sorry, I'll withdraw that</p> <p>21 question.</p> <p>22 If I can direct your attention to</p> <p>23 the paragraph located immediately below the</p> <p>24 screen. It says "you can now buy this item from</p> <p>25 Best Buy, Bayless or any other vendor you would</p>	<p>49</p> <p>1 Q. So it was entirely up to the user</p> <p>2 to decide from whom they would purchase a</p> <p>3 specific item; correct?</p> <p>4 A. On this particular screen, which is</p> <p>5 on creating a purchase order, this screen would</p> <p>6 typically be used by a buyer. And a buyer in</p> <p>7 this product was not limited on who they could</p> <p>8 buy from. So they could buy from, in this</p> <p>9 example, the two suppliers that are shown, Best</p> <p>10 Buy or Bayless, or the buyer could pick another</p> <p>11 supplier that was in the P.O. Writer Plus vendor</p> <p>12 master file.</p> <p>13 Q. Is it an accurate statement to say,</p> <p>14 is the catalog in the P.O. Writer Plus system</p> <p>15 always tied to a vendor and is that always a</p> <p>16 requirement -- I'm sorry, let me start over</p> <p>17 again.</p> <p>18 Is it an accurate statement to say</p> <p>19 that the catalog in the P.O. Writer system is</p> <p>20 not tied to a vendor and that by design the P.O.</p> <p>21 Writer system was designed to be very flexible?</p> <p>22 MS. HUGHEY: Objection; compound.</p> <p>23 Objection; vague.</p> <p>24 THE WITNESS: Where do I go?</p> <p>25 MR. REDDY: You can answer the</p>
<p>1 like to select."</p> <p>2 Did I read that correctly?</p> <p>3 A. Yes.</p> <p>4 Q. Now, the only reason that this</p> <p>5 particular item, A1000, is associated with these</p> <p>6 two sources, Best Buy Supply and Bayless</p> <p>7 Stationers, is because of the history; correct?</p> <p>8 MS. HUGHEY: Objection; vague.</p> <p>9 A. In this example those three</p> <p>10 transactions would be in the P.O. Writer</p> <p>11 database in ordered to show up on this card.</p> <p>12 Q. That's correct. So the only reason</p> <p>13 that this item number is tied to Best Buy Supply</p> <p>14 or Bayless Stationers is because of the history;</p> <p>15 correct?</p> <p>16 MS. HUGHEY: Objection; vague.</p> <p>17 A. In this example, yes.</p> <p>18 Q. Now, when it says you can now buy</p> <p>19 this item from Best Buy, Bayless or any other</p> <p>20 vendor you would like to select, does that</p> <p>21 indicate that the vendor can -- the vendor --</p> <p>22 I'm sorry, the user independently determines the</p> <p>23 vendor from whom it purchased the item?</p> <p>24 A. That states that they could select</p> <p>25 another supplier.</p>	<p>50</p> <p>1 question.</p> <p>2 A. Let me tell you what I think you</p> <p>3 said, just to make sure I understood this. I</p> <p>4 think the first thing you said is that the</p> <p>5 catalog is not tied to the vendor master. Is</p> <p>6 that what you said?</p> <p>7 Q. Perhaps let me, I'll try and divide</p> <p>8 up the question, hopefully that will simplify it</p> <p>9 a little bit.</p> <p>10 A. Okay.</p> <p>11 Q. Is it an accurate statement to say</p> <p>12 that the catalog in the P.O. Writer system is</p> <p>13 not always tied to a vendor?</p> <p>14 A. Is not always tied to a vendor,</p> <p>15 that's correct.</p> <p>16 Q. Is it also an accurate statement to</p> <p>17 say that by design the P.O. Writer system was</p> <p>18 designed to be very flexible with regards to</p> <p>19 places from which a user could purchase a</p> <p>20 specific item?</p> <p>21 A. Yes.</p> <p>22 Q. And is it also accurate to say that</p> <p>23 the catalog in the P.O. Writer system may or may</p> <p>24 not be associated with a supplier?</p> <p>25 A. Catalog is associated with the</p>

<p>1 item. 2 When we were on break -- can I make 3 a comment? 4 Q. Perhaps we should go off the 5 record. 6 THE WITNESS: Okay, could we. 7 THE VIDEOGRAPHER: Going off the 8 record at 12 o'clock. 9 (Discussion off the record.) 10 THE VIDEOGRAPHER: Back on the 11 record, 12:01. 12 BY MR. REDDY: 13 Q. Now, I believe you just stated that 14 the catalog was associated with the specific 15 item; is that correct? 16 A. Correct. 17 Q. So the catalog is not associated 18 with the supplier; is that an accurate 19 statement? 20 MS. HUGHEY: Objection; 21 mischaracterizes the witness' testimony. 22 A. The catalog ID is part of the item 23 master file, period. There is no catalog ID in 24 the vendor master. 25 Q. Now, with respect to the user</p>	<p>53 1 Q. Do you know who AR is? 2 A. That would be Andy Russo. 3 Q. And this document was produced by 4 Purchasing Net in the SAP litigation; correct? 5 A. Yes, it was. 6 Q. And are these, do these notes from 7 Mr. Russo suggest that this was a draft document 8 that needed to be further revised? 9 A. I don't know. 10 Q. Do you have any independent 11 recollection one way or another whether or not 12 this document, which is Exhibit No. 2, is a 13 draft document? 14 A. I don't know. 15 Q. Do you know why Mr. Russo would 16 have placed these notes on this document. 17 A. I have no idea. 18 Q. If I can direct your attention to 19 the document that's Bates labelled L 0126662. 20 It's page number 131 of the manual. 21 So this section entitled "purchase 22 requisitioning," what is this section about? 23 A. This teaches a user how to use the 24 purchasing -- excuse me, the purchase 25 requisitioning module.</p>
<p>54 1 defined fields, the extended description and the 2 vendor notes fields, does -- could a user 3 conduct a keyword search of the specific 4 information that was manually entered by a user 5 into those free form areas? 6 A. After looking through this guided 7 tour, it appears in this version that the user 8 could not search on the item master extended 9 description. They could search on description 1 10 and description 2 in the item master. 11 It also appears from this document 12 that I'm looking at that the user defined fields 13 were for reference and not searchable in this 14 version. That's what it looks like to me after 15 looking at the manual. 16 Q. If I could direct your attention to 17 the document that's Bates labelled L 0126617. 18 It's page 87 of the manual. 19 I would like to ask specifically 20 about the notes that are located at the top of 21 the page. Can you make out what's written 22 there? 23 A. It looks like these are the page 24 prestige lost, page 9 needs paste in, AR, 25 5/7/93.</p>	<p>54 1 Q. And if I can direct your attention 2 to what appears to be a screenshot located at 3 the top of the page. 4 A. Um-hum. 5 Q. Does that depict the functionality 6 or the requisition interface for the P.O. Writer 7 Plus version 10? 8 A. Yes. 9 Q. And if I can direct your attention 10 to the paragraph that's located underneath the 11 screenshot, it indicates "items from a specific 12 catalog can be displayed by entering a catalog 13 ID at the top of the screen." 14 Did I read that correctly? 15 A. Correct. 16 Q. So that catalog ID, that's derived 17 from the item master record; is that correct? 18 A. That's correct. 19 MS. HUGHEY: Objection; leading. 20 A. That's correct. 21 Q. And that catalog ID information is 22 inputted by the user as they're setting up the 23 P.O. Writer Plus system; is that correct? 24 A. Right, input by the user or 25 imported through the data interface utility.</p>

<p>1 Q. If I can direct your attention to 2 two pages further, it's document Bates labelled 3 L 0126664. 4 You see at the top it depicts what 5 appears to be a screenshot. Does that appear to 6 be a screenshot? 7 A. Yes. 8 Q. And where it says catalog all, this 9 screenshot depicts all items that are in the 10 P.O. Writer Plus system as demonstrated in this 11 manual; is that correct? 12 A. I'm sorry. 13 Q. This specific screenshot, where it 14 says all next to catalog. 15 A. Um-hum. 16 Q. So this would depict all items that 17 are in this specific example of the system; 18 correct? 19 A. That's right. On the prior screen, 20 the user was directed, in this teaching example, 21 to -- there were different ways that you could 22 create the list of things that you might want to 23 request. In this particular example, they're 24 teaching the user to use -- to create a list by 25 just the description. So the result then is the</p>	<p>57 1 specific example, are depicted in the screenshot 2 on L 0126664; correct? 3 A. Correct. 4 Q. And that doesn't include any 5 information with respect to the specific 6 suppliers from whom one could purchase these 7 specific items; correct? 8 A. On this exact screen at this moment 9 in time, the answer would be no. But you'll 10 notice at the bottom you have additional 11 function keys that you could use, that would 12 allow the user to drill in and get more 13 information. 14 Q. And again, those additional 15 function keys are the extended description; 16 correct? 17 A. Well, it's one of them is they 18 wanted more information, the shift, I believe 19 it's F5, is for additional description. And the 20 shift F4 is for additional line information. So 21 that, let's see if they have one in here. 22 Then if you look at the next page, 23 this would be an example, on 665, of the 24 additional information that might be available 25 to the user.</p>
<p>1 system is coming back and saying no specific 2 catalog was specified. So all are being 3 considered and blank would be all. 4 And then this is, in this example, 5 giving just a full list of the items that were 6 in the database, the example database that was 7 provided with the guided tour booklet. 8 Q. And with regards to the items that 9 are located in these specific search results, 10 there is no supplier that's associated with any 11 of these items; correct? 12 MS. HUGHEY: Objection; vague. 13 A. What you're looking at is simply a 14 list of the items that are in the item master 15 that met the criteria on the prior page. 16 Q. And this describes all of the items 17 in the item master record; correct? 18 A. Based on the search criteria, yes. 19 Q. And the only search criteria that 20 are available are item numbers sequence, item 21 description sequence and commodity code 22 sequence; correct? 23 A. That's correct. 24 Q. And the results that are associated 25 with all items that are in the database, in this</p>	<p>58 1 Q. And these additional line 2 information, the next page, if we can go to 3 that, which is L 126665. 4 A. Um-hum. 5 Q. That depicts several additional 6 fields; correct? 7 A. Right. But that's all you would 8 get at this point. Whatever was populated, you 9 would see it there. 10 Q. And so those fields in the item 11 line description as depicted on L 0126665, 12 including due date, account requisitioner, 13 department, user defined field number 7, user 14 defined field number 8, tax 1, tax 2, fractional 15 quantity, VOM? 16 A. UOM, unit of measure. 17 Q. UOM, and unit price. 18 A. Right. 19 Q. Other than those fields, are there 20 any other fields that were associated with the 21 additional line information? 22 MS. HUGHEY: Objection; 23 mischaracterizes the exhibit. 24 A. This is, if you were to press the 25 combination that is the shift F4, this is all</p>

<p>1 the information you would see. If you pressed 2 control, I believe it's function 5, then you 3 would see the item master extended description, 4 which probably is in here. No, it's not. 5 Q. The item extended description, that 6 is what we previously discussed; correct? 7 A. That's right. 8 Q. So the extended item description, that's that free form description where a user 9 could input whatever information they wanted to? 10 A. Correct. 11 Q. With regards to that specific item in the item master record; correct? 12 A. Correct. 13 Q. And with regards to the additional line information, that includes only the information that's depicted on document Bates labelled L 0126665, the eleven fields that are depicted on that specific page; is that correct? 14 A. Correct. 15 Q. And so between -- I'm sorry. 16 Other than the extended description, the additional line information, there are no other -- there is no other information that a user could obtain in this</p>	<p>61 1 supplier, that could be shown in place of user 2 defined field 7, user defined field 8. 3 Q. So the only way the search results 4 would indicate a supplier for a product would be 5 if the user manually inputted that information 6 in either user defined field number 7 or user 7 defined field number 8, and the additional line 8 information which the user can see by pressing 9 shift and F4 from the results screen; correct? 10 A. That's correct. 11 Q. If I can direct your attention to the document that's Bates labelled L 0126680. 12 I'm sorry, there is one further question. If we 13 can go back to the previous page, L 0126664. If 14 the user decides, for example, that they want 15 the second item that's located here, 3/8th inch 16 drill bits, what would they do? 17 A. They would move the cursor down next to the item they want, and they would input a quantity. 18 Q. And then what? 19 A. Oh, let's see, and then what would they do. 20 Q. Perhaps I can rephrase the question. After the user enters the quantity,</p>
<p>1 specific example searching for items that are in 2 the entire catalog in this specific example; 3 correct? 4 MS. HUGHEY: Objection; vague. 5 A. On this page, this is all you can do, at this point in using the product. 6 Q. And just so I'm clear, the only search results a user could obtain when using the P.O. Writer Plus product were the three items listed here, which are item number sequence, item description sequence, and commodity code sequence, with the additional option of being able to view the extended description and the additional line information; is that correct? 7 A. At this point in using the product, the way the user is being taught, that's correct. 8 Q. And so at this point when using the product, when a user is reviewing the results of their search, there is no source information for any of these items; correct? 9 MS. HUGHEY: Objection; vague. 10 A. If they used user defined field for specifying a preferred supplier or an alternate</p>	<p>62 1 does that information then go to a requisition? 2 A. They're building a requisition here. So they would really have a couple of choices. The they would put in a quantity of the item they wanted, if they found it. If based on their search they didn't find the item they wanted, they could go back and they could do another search and look for the item. But in this example if they only wanted one item, they could continue on to create a requisition. 3 Q. So my question is specific to just this one example, where a user sees the results, they decide they want 3/8ths inch drill bits, and they enter into a quantity for that number. 4 A. Um-hum. 5 Q. Do the 3/8th inch drill bits then go directly to the requisition? 6 A. It goes to -- it's going to go on to the requisition, correct. And then if you go to 666. 7 Q. I'm sorry. 8 A. It's the user manual page, 135. And it's the page numbering ending in 666. This is then where they fill in header information for the requisition. So the</p>

<p>1 requesters as a user community, and then there 2 are people in the purchasing department as 3 another user community.</p> <p>4 Q. So I believe you identified two 5 user communities then; correct? There is the 6 requester community and the purchasing 7 department community; is that correct?</p> <p>8 A. I did identify those as two 9 separate groups, yes.</p> <p>10 Q. Are those the only communities, 11 user communities for whom the P.O. Writer Plus 12 product was designed for?</p> <p>13 A. No. There were others, depending 14 on the modules that people purchased at that 15 point in time.</p> <p>16 Q. And how would you define those 17 other communities for whom the product was made 18 for?</p> <p>19 A. The inventory control module might 20 be used for -- used by the warehouse people. So 21 that might be an additional community. That 22 just is an example.</p> <p>23 Q. Other than the individuals in the 24 warehouse that are managing the inventory, the 25 requisitioning community or the purchasing</p>	<p>69</p> <p>1 Q. You can answer. 2 A. At a high level, generally, yes, 3 there are two major communities. People that 4 need things and the people that serve those 5 needs.</p> <p>6 Q. Is it also an accurate statement 7 that once the requisitioners -- I'm sorry, let 8 me strike that and start over again. 9 Is it an accurate statement to say 10 that once the requisitions were the way the user 11 wanted them, they would send them to purchasing?</p> <p>12 MS. HUGHEY: Objection; vague.</p> <p>13 Q. You can answer if you understand 14 the question.</p> <p>15 A. When the request was completed it 16 was available to people in purchasing. Does 17 that answer your question?</p> <p>18 Q. If we can return to the document 19 that's at L 0126680.</p> <p>20 A. Um-hum.</p> <p>21 Q. So that this requisitioning 22 interface, who used the requisitioning 23 interface?</p> <p>24 A. Typically a buyer.</p> <p>25 Q. Now, if I can direct your attention</p>	
	<p>70</p> <p>1 community, can you identify any other users of 2 the P.O. Writer Plus system?</p> <p>3 A. No. Again, as it relates to 4 modules that they might have. One of the 5 modules people could buy is receiving. And 6 depending on the size of the company, there 7 might be a receiving doc or a receiving 8 department that could be a community.</p> <p>9 There was an interface called the 10 accounts payable interface, and that community 11 could be the accounts payable department. So 12 that might be an additional community.</p> <p>13 Q. So whether or not those other user 14 communities would use the P.O. Writer system was 15 dependent upon whether or not that customer 16 purchased those additional modules; correct?</p> <p>17 A. Yes.</p> <p>18 Q. Now, specific just to the 19 purchasing and requisitioning side of the P.O. 20 Writer Plus system, is it accurate to say that 21 there are only two user communities that are 22 associated with that specific aspect of the 23 product?</p> <p>24 MS. HUGHEY: Objection; asked and 25 answered.</p>	<p>70</p> <p>1 to the page of the manual that's 151, which is 2 the document Bates labelled L 0126682.</p> <p>3 A. Um-hum.</p> <p>4 Q. There is a screenshot located at 5 the top of the page.</p> <p>6 A. Um-hum.</p> <p>7 Q. And it states "selection" -- at the 8 top of the page it states "selection number 3 9 allows you to consolidate or split 10 requisitions." Correct?</p> <p>11 A. Correct.</p> <p>12 Q. Did I read that correctly?</p> <p>13 A. Correct.</p> <p>14 Q. So what was the purpose of this 15 specific feature?</p> <p>16 A. This feature would allow a buyer to 17 do what it says, it allows them to take multiple 18 requisitions and combine them on to a single 19 order. Conversely, they could take a single 20 requisition and split it into multiple orders.</p> <p>21 Q. Now, if I can direct your attention 22 to the screenshot. There is several fields that 23 are associated with each item; correct?</p> <p>24 A. Correct.</p> <p>25 Q. And in this specific example at the</p>

1 top it looks like those 3/8th inch drill bits 2 were selected; correct? 3 A. Correct. 4 Q. And there are several fields that 5 include, one of which includes vendor from REQ.; 6 correct? 7 A. I'm sorry, ask your question again. 8 I'm busy trying to read. I can hardly read this 9 screen. 10 Q. There are several fields associated 11 with this specific screenshot in the requisition 12 consolidating and splitting module. One of 13 which includes vendor from REQ.; correct? 14 A. Correct. 15 Q. And is the purpose of that field 16 that the user could specify the vendor from whom 17 they wanted to purchase that specific item? 18 A. They could suggest the vendor, yes. 19 Q. And if I can direct your attention 20 to the last paragraph on the page, it states "we 21 can now select a vendor for each item or we can 22 have the system do it for us." 23 A. Correct. 24 Q. "The system will select a vendor 25 based on the last PO for a given item."	73	1 history, and that is not necessarily a PO, it 2 could be a contract, it could be a request for 3 quote, that type of thing. 4 So the two ways to, on this 5 particular screen, populate the field in 6 question, which is vendor from REQ, would be 7 just those two methods. And it can remain blank 8 at this point, it doesn't have to have a vendor 9 number. 10 Q. So at this stage, where a user is 11 attempting to consolidate or split requisitions, 12 the vendor information is either blank -- I'm 13 sorry, let me start over again. 14 With respect to this specific stage 15 of the requisition consolidation and splitting 16 module, the vendor information can be blank; 17 correct? 18 A. Correct. 19 Q. And also with respect to this 20 specific stage of the consolidation and 21 splitting module, the vendor information could 22 be manually inputted by the user; correct? 23 A. Correct. 24 Q. And with respect to this specific 25 module for consolidating and splitting	75
1 A. That is what it says, correct. 2 Q. And did I read that correctly? 3 A. Yes. 4 Q. And so is the only way that the 5 vendor information ends up on this specific 6 consolidation and splitting module, the only 7 ways that that -- I'm sorry, let me start over 8 again. 9 Is it true that there is only two 10 ways that vendor information arrives on to the 11 consolidation and splitting module, one of which 12 is that the user selects the vendor themselves, 13 and the second of which is that the system 14 selects it based on the last purchase order for 15 a given item? 16 MS. HUGHEY: Objection; compound, 17 vague. 18 A. Let's see if I can break this up 19 and answer it. If I heard you correctly, the 20 first question is how can vendor information end 21 up on this screen, which is on the user guide 22 151. And the first way is it can come from the 23 requisition if the user input a vendor number. 24 The next way is the system can try and assign 25 the vendor. And that is looking at the purchase	74	1 requisitions, the vendor information could come 2 where the system assigned it based on history 3 located within the system; correct? 4 A. Correct. 5 Q. So other than those three ways that 6 we've discussed, are there any other ways that 7 the vendor information or are there any other 8 ways that that specific vendor field can exist 9 in this splitting and consolidation module? 10 A. Not that I'm aware of. 11 Q. I'm sorry, I have one other 12 question that I need to go back and discuss with 13 respect to the search results on the 14 requisition, which was the document Bates 15 labelled L 0126664. 16 If a user selects a specific item, 17 is there any way that the system will 18 automatically convert that selection to a 19 different item? 20 MS. HUGHEY: Objection; vague. 21 A. The answer is no. So if I 22 understand your question, you're saying if they 23 select drill, 3/8ths drill, will it make it 24 something else. And the answer is the way the 25 product worked is you either selected the drill	76

<p>1 or not. So that's how it worked.</p> <p>2 Q. So if I can direct your attention</p> <p>3 to the document that's Bates labelled L 0126696.</p> <p>4 And just generally if you can review the next</p> <p>5 six pages, it appears to be some sort of</p> <p>6 printout.</p> <p>7 And do you know what these</p> <p>8 documents are?</p> <p>9 A. No. I mean, do I recognize them?</p> <p>10 Q. Do you recognize the documents, we</p> <p>11 can start with that?</p> <p>12 A. Oh, I'm sorry, yes. These look</p> <p>13 like examples of purchase orders that would have</p> <p>14 been generated from the P.O. Writer Plus system.</p> <p>15 Q. And do you see there is some notes</p> <p>16 on the page that's Bates labelled L 0126696?</p> <p>17 A. Um-hum.</p> <p>18 Q. Can you make out what those notes</p> <p>19 say at the top of the page?</p> <p>20 A. One looks like G+. Paste-ins, page</p> <p>21 24.</p> <p>22 Q. And do you recognize the</p> <p>23 handwriting for --</p> <p>24 A. It looks like Andy Russo's</p> <p>25 handwriting.</p>	<p>77</p> <p>1 Q. So based on the handwriting that we</p> <p>2 had seen and discussed previously with respect</p> <p>3 to this document, as well as the handwriting on</p> <p>4 these specific pages, it's possible that this</p> <p>5 document might be a draft document?</p> <p>6 MS. HUGHEY: Objection; leading,</p> <p>7 vague.</p> <p>8 A. I don't know.</p> <p>9 Q. So is it possible that this</p> <p>10 document may be a draft document?</p> <p>11 A. I don't know if it's a draft</p> <p>12 document or not.</p> <p>13 MR. REDDY: It's about 12:40, it</p> <p>14 might be a good breaking point if we want</p> <p>15 to break for lunch, it's been about two</p> <p>16 hours.</p> <p>17 THE VIDEOGRAPHER: Going off the</p> <p>18 record, end of tape 1 at 12:36.</p> <p>19 (Luncheon recess: 12:36 p.m.)</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> <p>25</p>
<p>1 Q. Okay. And if I can direct your</p> <p>2 attention to the document that's Bates labelled</p> <p>3 L 0126697.</p> <p>4 A. 697, yes.</p> <p>5 Q. It's the next page.</p> <p>6 A. Um-hum.</p> <p>7 Q. And you see there is some</p> <p>8 additional handwriting on this page?</p> <p>9 A. Um-hum, that looks like Andy's.</p> <p>10 Q. Now, does the handwriting that's on</p> <p>11 these pages, which are located at the documents</p> <p>12 in the Bates range of L 0126696 to L 0126701,</p> <p>13 were these documents with this handwriting, were</p> <p>14 they included in the P.O. Writer manual?</p> <p>15 A. I don't know.</p> <p>16 Q. And does the fact that there is</p> <p>17 this handwriting on these documents suggest that</p> <p>18 this document may be a draft document?</p> <p>19 MS. HUGHEY: Objection; vague,</p> <p>20 leading.</p> <p>21 A. I don't know why they would be</p> <p>22 included in here. And the reason I say that is</p> <p>23 the guided tour ended with the accounts payable</p> <p>24 interface module. And so I don't know why these</p> <p>25 are included in here. They don't seem to fit.</p>	<p>78</p> <p>1 A F T E R N O O N S E S S I O N</p> <p>2 1:21 p.m.</p> <p>3 THE VIDEOGRAPHER: Back on the</p> <p>4 record, 1:21, this is the beginning of tape</p> <p>5 2.</p> <p>6 (McEneny Exhibit 3 for</p> <p>7 identification, note report dated February</p> <p>8 1, 2006, production numbers ePLUS 219477</p> <p>9 through ePLUS 219483.)</p> <p>10 L A U R E N E M c E N E N Y,</p> <p>11 resumed, having been previously duly sworn, was</p> <p>12 examined and testified further as follows:</p> <p>13 CONTINUED EXAMINATION</p> <p>14 BY MR. REDDY:</p> <p>15 Q. Ms. McEneny, I've handed to the</p> <p>16 reporter a document that's Bates labelled ePLUS</p> <p>17 219477 to 219483. It's stated note report,</p> <p>18 dated February 1, 2006.</p> <p>19 Could you take a minutes to</p> <p>20 familiarize yourself with that document.</p> <p>21 Do you recognize this collection of</p> <p>22 documents?</p> <p>23 A. Yes.</p> <p>24 Q. And what do you recognize it as?</p> <p>25 A. The first page would be notes from</p>

<p>1 our contact management system. The second page 2 would be our, a copy of our license agreement, 3 our being the P.O. Writer Plus license 4 agreement. Behind that is the American Tech 5 client support program, which was on the back of 6 the license agreement. A letter to one of our 7 customers at the time, Steve Cruz at Household 8 Credit. And some more notes from the contact 9 management system.</p> <p>10 Q. If I could direct your attention to 11 the second page of the document, which is Bates 12 labelled ePLUS 219478. I believe you testified 13 that this is the P.O. Writer Plus license 14 agreement; is that correct?</p> <p>15 A. This is a copy of the agreement at 16 this point in time, yes.</p> <p>17 Q. Is this a standard license 18 agreement that American Tech would have used 19 with its customers for the P.O. Writer Plus 20 program in this time frame?</p> <p>21 A. Yes.</p> <p>22 Q. Now, if I could direct your 23 attention to point number 4, the headline says 24 "reproduction."</p> <p>25 A. Um-hum.</p>	<p>81</p> <p>1 A. What do you mean how would they set 2 it up?</p> <p>3 Q. So did the user or the purchaser of 4 a P.O. Writer Plus product, did they need to 5 have a password in order to unlock the product 6 when they initially put it on to their system?</p> <p>7 A. Yes. The product at this point in 8 time was being sold on diskette. So typically 9 people would take a trial, they would fill out a 10 trial agreement. We would send them the actual 11 software and the users manuals for whatever they 12 wanted to look at. They could look at one 13 module or they could look at all the modules.</p> <p>14 And then it was supposed to be a 30 15 day trial, it rarely was 30 days, it typically 16 ran longer. And if they decided to buy, then we 17 would send them a password, it was a sheet of 18 instructions that basically would open up the 19 system for them to take advantage of the full 20 functionality as far as, you know, some file 21 limits that were on the product. Then we 22 expected them to return the rest of the product 23 that they weren't purchasing.</p> <p>24 Q. What happened if a user did not 25 first have a trial version of the product?</p>
<p>1 Q. And it states "client acknowledges 2 the proprietary nature of P.O. Writer Plus and 3 agrees not to make copies of P.O. Writer Plus 4 software or users manual. Client is aware that 5 American Tech, Inc. will vigorously prosecute 6 anyone who makes unauthorized copies of its 7 software and users manual, and client will be 8 responsible for all loss of profits and costs of 9 prosecution in the event of such duplication."</p> <p>10 Did I read that correctly?</p> <p>11 A. Yes.</p> <p>12 Q. Now, does that statement accurately 13 reflect the policy of American Tech with respect 14 to the P.O. Writer Plus product version 10?</p> <p>15 A. It's what's in our license 16 agreement, so I would say yes.</p> <p>17 Q. So would this be the standard 18 language that was used whenever American Tech 19 licensed the P.O. Writer Plus product?</p> <p>20 A. This was our standard agreement.</p> <p>21 Q. Thank you. You can put that one 22 aside.</p> <p>23 Now, when a customer purchased the 24 P.O. Writer Plus product, how would they set it 25 up?</p>	<p>82</p> <p>1 A. That was pretty rare. But it could 2 happen, they could just buy the product. As 3 soon as they paid and signed a license 4 agreement, our policy was then to issue the 5 password.</p> <p>6 Q. So a user needed to have the 7 password in order to unlock the features of the 8 P.O. Writer Plus product; is that correct?</p> <p>9 A. No, not to unlock the features. To 10 take a limit off the database. The full 11 features were there.</p> <p>12 Q. And what limits would be placed on 13 the database during the trial period?</p> <p>14 A. I don't recall exactly what limits 15 were on each particular module. But generally 16 it was how large we would let the master -- the 17 database become. It would limit it to certain 18 transactions. But I don't remember at that 19 point in time exactly what the number was.</p> <p>20 Q. Do you recall any other limitations 21 that would be placed on the product during the 22 trial period?</p> <p>23 A. No.</p> <p>24 Q. If the user did not have the 25 password at the conclusion of their trial</p>

<p>1 period, how would P.O. -- how would American 2 Tech recover their product?</p> <p>3 A. Well, we didn't always recover 4 them. Sometimes people would hang on to them 5 and we would contact them repeatedly and ask 6 them to ship it back. I would say, you know, 7 majority of the time that was not an issue. But 8 really the only protection we had is on the 9 limitation of the database size.</p> <p>10 Q. So those users that kept their 11 trial versions, they're unauthorized users of 12 the product; is that correct?</p> <p>13 A. They wouldn't get very far. I 14 mean, you can only put so much information in 15 the database, so it wouldn't really be very 16 useful to them.</p> <p>17 Q. When you say they wouldn't get very 18 far, what do you mean by that?</p> <p>19 A. Well, they wouldn't be able to put 20 a lot of transactions in the database.</p> <p>21 Q. Now, with respect to the trial 22 users, did the trial users also have to agree to 23 the prohibition on reproduction that we just 24 discussed that was in the standard license 25 agreement?</p>	<p>85</p> <p>1 Q. But sitting here today do you have 2 any reason to believe that American Tech shipped 3 trial versions of the P.O. Writer Plus software 4 and did not include a prohibition against 5 reproduction of either the software or the 6 manual?</p> <p>7 A. I'm not sure what the trial 8 agreement said. I would expect us to try and 9 protect ourselves, that's our practice.</p> <p>10 MR. REDDY: I'm handing you a 11 document which is going to be marked as 12 Exhibit No. 4. It's a two-page document 13 Bates labelled ePLUS 219491 to 219492. (McEneny Exhibit 4 for 15 identification, note report, dated February 16 1, 2006, production numbers ePLUS 219491 17 through ePLUS 219492.)</p> <p>18 Q. Do you recognize this document?</p> <p>19 A. I do.</p> <p>20 Q. And what do you recognize it to be?</p> <p>21 A. The first page are notes from our 22 contact management system. And the second page 23 is a P.O. Writer Plus license agreement.</p> <p>24 Q. So the first page of that document, 25 does that reflect that this specific user was</p>
<p>1 A. I don't remember what the trial 2 agreement specifically said. I'd have to look 3 at that.</p> <p>4 Q. Is it your understanding that the 5 trial agreement was distinct from the license 6 agreement that we just went through, which was 7 Exhibit No. 3?</p> <p>8 A. It was, correct.</p> <p>9 Q. And so you don't recall here today 10 whether or not the trial users were required to 11 or were prohibited, I'm sorry, from reproducing 12 the software?</p> <p>13 A. I don't recall. I don't know if we 14 gave that as an exhibit or not. But I'd want to 15 look at the trial agreement to answer that 16 question.</p> <p>17 Q. Do you have any reason to believe 18 that trial users were not prohibited from 19 reproducing the software or the manuals that 20 they were given?</p> <p>21 A. I think that we would want to 22 protect ourselves, so, you know, I don't want to 23 guess. I'd just say that I would believe that 24 they would be told not to do that. But again, I 25 would simply want to verify that.</p>	<p>86</p> <p>1 shipped a trial version of 10.0?</p> <p>2 A. Um-hum.</p> <p>3 Q. Now, the second page, if we look to 4 the license agreement, would this have been the 5 license agreement that was signed in order for 6 the user to obtain trial version of the product?</p> <p>7 A. No.</p> <p>8 Q. What is the purpose of this 9 document then?</p> <p>10 A. This is the license agreement that 11 Bank United of Texas would have signed, in this 12 case it's dated 1/24/94. So what would have 13 happened is either they took a trial and bought 14 the product, or they bought the product, signed 15 the license agreement, and then called us and 16 wanted to look at the newer version. And that 17 was not uncommon. People often, you know, 18 wanted to look at the latest software.</p> <p>19 So I guess what I'm saying is this 20 October 8, '93, this is when they shipped the 21 trial. Then this is a license agreement. So 22 this doesn't represent a trial agreement. This 23 represents an actual license agreement.</p> <p>24 Q. Now, with respect to these trial 25 agreements, do you have any reason to believe</p>

89 1 that there was not a prohibition against 2 duplication of either the software or the 3 manuals with respect to the trial version of the 4 software? 5 MS. HUGHEY: Objection; asked and 6 answered. 7 A. Yeah, I think I've already answered 8 that. 9 Q. What was your answer? 10 A. My answer is I believe that it was 11 most probable that there was some kind of 12 wording to protect us on that. But I couldn't 13 say for sure unless I had the agreement in front 14 of me. 15 Q. If I could return for a moment to 16 Exhibit No. 2, which was I believe the guided 17 tour. 18 A. Okay. Got it. 19 Q. And the page which we've been 20 referring to as L 126664. Which were the 21 results from the purchase requisitioning 22 section. 23 A. Okay. 24 Q. So if a user selected an item from 25 this list, at this point was there any way that	91 1 A. That's correct. 2 Q. And those user defined fields could 3 not have been searched in the version 10 of the 4 P.O. Writer Plus system; correct? 5 MS. HUGHEY: Objection; 6 mischaracterizes the witness' testimony. 7 A. The user defined fields could not 8 be searched to do an item look up. And to my 9 knowledge, and based on what's in this document 10 they couldn't be searched in this version. 11 That's my understanding after looking at this 12 document. 13 So they were there for reference. 14 Q. You can set that document aside. 15 (McEneny Exhibit 5 for 16 identification, document entitled "Tenth 17 Edition," production numbers L 126501 18 through L 126513.) 19 MR. REDDY: I've handed a document 20 to be marked as Exhibit No. 5, which is a 21 document Bates labelled L 126501 through 22 126513. And at the top it states "tenth 23 edition," in parentheses, April 1993. 24 Q. If you can take a few moments to 25 familiarize yourself with that document.
90 1 a user could cross-reference this item with 2 other items in the P.O. Writer database? 3 MS. HUGHEY: Objection; vague. 4 Q. You can answer if you understand 5 the question. 6 A. On this screen, they're looking at 7 a list of items that match their search 8 criteria. If they were to select the 9 combination, the ship forward to look for 10 additional information, that's shown on the next 11 page, the 665. 12 The only way in this version that 13 they could cross-reference is if they chose, as 14 a customer, to implement the user defined fields 15 or to provide additional information in the 16 extended description area as to what a 17 cross-reference might be. So that would 18 strictly be how that particular customer might 19 have chosen to implement the product. 20 Q. And as we discussed earlier, that 21 additional line information, the user defined 22 fields within the additional line information, 23 was entirely up to the user to enter whatever 24 information they wanted to in those fields; 25 correct?	92 1 And do you recognize the collection 2 of approximately twelve pages of documents? 3 A. Yes, I recognize these as pages 4 from the purchasing manual at that point in 5 time. 6 Q. Now, when you say that point in 7 time, what are you referring to? 8 A. Spring of '93. 9 Q. And is that referring to version 10 10 of the P.O. Writer Plus software? 11 A. That's correct. This specifically 12 would be relating to the purchasing module. 13 Q. Now, if I can direct your attention 14 to the third page of the document. It states 15 "no part of this work may be reproduced or used 16 in any way for or by any means, graphic, 17 electronic or mechanical, including 18 photocopying, recording, taping or information 19 storage and retrieval systems, without express 20 permission from American Tech, Inc." 21 Did I read that correctly? 22 A. Yes. 23 Q. Now, was that prohibition against 24 copying of the manual placed on every manual 25 sent by American Tech with respect to version 10

<p>1 of the P.O. Writer product?</p> <p>2 A. I don't know if this appeared on</p> <p>3 every manual.</p> <p>4 Q. Do you have any reason to believe</p> <p>5 that that prohibition did not exist on each of</p> <p>6 the manuals that were released?</p> <p>7 A. I couldn't speak to that. All I</p> <p>8 know is it's on this one. I really don't know</p> <p>9 if it's on the others.</p> <p>10 Q. Why was this information contained</p> <p>11 in the manual?</p> <p>12 A. Again, I'm sure, like I said</p> <p>13 earlier, it's kind of our practice to try and</p> <p>14 protect ourselves.</p> <p>15 Q. When you say protect yourselves,</p> <p>16 what do you mean by that?</p> <p>17 A. So people don't copy the software</p> <p>18 and the users manuals.</p> <p>19 Q. So in general did American Tech</p> <p>20 have a practice of trying to prevent people from</p> <p>21 copying the software and the users manuals --</p> <p>22 and the user manuals?</p> <p>23 A. Well, yes, we did. We didn't want</p> <p>24 a company to buy one copy of our product and pay</p> <p>25 for it and get the password, and then copy the</p>	<p>93</p> <p>1 A. That's correct. There are other --</p> <p>2 this represents -- yes, these are the other</p> <p>3 modules that were available.</p> <p>4 Q. Are there any other modules that</p> <p>5 were available, to your knowledge, with respect</p> <p>6 to version 10 of the program that aren't stated</p> <p>7 in this specific paragraph?</p> <p>8 A. You know, I probably want to map</p> <p>9 this to the license agreement at the time.</p> <p>10 Vendor performance is listed in the</p> <p>11 manual and on the license agreement it's called</p> <p>12 supplier performance. It's the same module.</p> <p>13 Accounts payable interface is AP</p> <p>14 interface module.</p> <p>15 Inventory control is the same.</p> <p>16 Requisitioning is purchase</p> <p>17 requisitioning module in the license agreement.</p> <p>18 Ad hoc reporting is the same.</p> <p>19 DD interface utility is there.</p> <p>20 Remote requisitioning is listed in</p> <p>21 the purchasing manual, and not called out</p> <p>22 specifically on the license agreement.</p> <p>23 And remote requisitioning interface</p> <p>24 is listed in the manual and not called out</p> <p>25 specifically on this license agreement that we</p>
<p>1 software and copy the manuals and, you know,</p> <p>2 send it to other facilities or friends and</p> <p>3 family or whatever. So that's a large concern</p> <p>4 of any software company.</p> <p>5 Q. If I can direct your attention to</p> <p>6 the document in the manual, it's 1-1. I</p> <p>7 actually need to reference the SAP number, which</p> <p>8 is 803288. I believe it's 1-1. And the heading</p> <p>9 is "getting started."</p> <p>10 A. Yes.</p> <p>11 Q. If I can direct your attention to</p> <p>12 the paragraph that begins "the purchasing module</p> <p>13 is the foundation of the P.O. Writer Plus family</p> <p>14 of programs."</p> <p>15 A. Yes.</p> <p>16 Q. Do you see that paragraph?</p> <p>17 A. I do.</p> <p>18 Q. And there are several other modules</p> <p>19 that are located in that paragraph; is that</p> <p>20 correct?</p> <p>21 A. That's correct.</p> <p>22 Q. Are these the other modules that we</p> <p>23 discussed earlier that a customer had the option</p> <p>24 of purchasing after they purchased the</p> <p>25 purchasing module?</p>	<p>94</p> <p>1 had for Bank United.</p> <p>2 Fax/EDI interface, X12 translation.</p> <p>3 And the bar code interface.</p> <p>4 So it looks like these were the</p> <p>5 modules available at that time.</p> <p>6 Q. Now, I notice that you were looking</p> <p>7 at Fielder Exhibit No. 4, which was the two-page</p> <p>8 document indicating a note report to Bank United</p> <p>9 of Texas; is that correct?</p> <p>10 A. I was actually looking at the</p> <p>11 second page of that, it's the P.O. Writer Plus</p> <p>12 license agreement that lists the modules on the</p> <p>13 top left side.</p> <p>14 Q. And this specific license agreement</p> <p>15 was signed in January of 1994; correct?</p> <p>16 A. This one was, that's correct.</p> <p>17 Q. And was this the standard license</p> <p>18 agreement used by American Tech with respect to</p> <p>19 the P.O. Writer Plus product as of January 1994?</p> <p>20 A. Well, the manual was released in</p> <p>21 '93. This particular license agreement was</p> <p>22 signed in '94. And I don't see a date on this</p> <p>23 license agreement. So the only thing I could</p> <p>24 tell you is that this is what we were using on</p> <p>25 January 24th of '94.</p>

<p>1 Q. Did American Tech have a practice 2 of writing different license agreements for 3 different customers? 4 A. We had a practice of having a 5 general license agreement. But occasionally a 6 customer would want to make a modification to 7 it. They would get their attorneys involved or. 8 So occasionally. It was not -- it was not the 9 norm that we would change the license agreement, 10 but occasionally we would. 11 Q. But the license agreement that's 12 depicted in this specific exhibit, is that your 13 understanding that this was the standard license 14 agreement used by American Tech in January of 15 1994? 16 A. This looks like the standard used 17 in 1994, yeah. 18 Q. Okay. Now, returning to Exhibit 19 No. 5. 20 A. Um-hum. 21 Q. And that specific paragraph we were 22 talking about. With respect to each of those 23 modules. So each of those -- a user wishing to 24 use those modules would have to purchase and 25 license that module separately; is that correct?</p>	<p>97 1 Q. Now, directing you again to page 2 2-221 of the document. 3 A. Um-hum. 4 Q. The heading states "creating POs 5 from a catalog." 6 A. Correct. 7 Q. What is the purpose of this 8 section? 9 A. Is to train an end user on how to 10 use a feature in the product that would allow 11 them to search the item master by catalog and 12 pick items and create a purchase order. 13 Q. So a user, with respect to this 14 specific section, would take items from the 15 catalog and enter them directly on to a purchase 16 order; is that correct? 17 A. That was a feature in the product, 18 that's correct. 19 Q. Now, if I can direct your attention 20 to the page that's 2-229. At the top of the 21 page is a screenshot. 22 And the screenshot depicts I 23 believe two items that will be purchased from a 24 specific vendor; is that correct? 25 A. That's correct.</p>
<p>1 A. That's correct. 2 Q. You can set that document aside. 3 (McEneny Exhibit 6 for 4 identification, document, production 5 numbers L 126718 through L 126964.) 6 Q. You've been handed a document which 7 is marked as Exhibit No. 6. It's a document 8 Bates labelled L 126718 to L 126964. And I'm 9 not going to ask you to go through it page by 10 page. But if you can maybe peruse it and look 11 up at me after you've had a chance to do so. 12 It's actually only one specific 13 section of this document that I'd like to 14 discuss with you. If I can direct you to, at 15 the manual, it's at 2-221. 16 And before you investigate that 17 page further, can I just ask generally do you 18 recognize this document that's been marked as 19 Exhibit No. 6? 20 A. Yes, I do. 21 Q. And what do you recognize it to be? 22 A. As chapter 2 of the purchasing 23 module users manual, which was a self-paste 24 tutorial, to teach users how to use this 25 particular module.</p>	<p>98 1 Q. Now, if I can direct your attention 2 to the note field, the first sentence states 3 "items in the Best Buy catalog can be purchased 4 from any vendor." 5 Did I read that correctly? 6 A. Yes, you did. 7 Q. So by purchased from any vendor, 8 does that mean that the user can select the 9 supplier for that specific item? 10 A. Yes, that's correct. 11 Q. Now, with respect to the second 12 sentence, it states "also, the catalog 13 designation does not determine the vendor for 14 the purchase order." 15 Did I read that correctly? 16 A. Yes, you did. 17 Q. Now, the catalog designation that 18 that's referring to, is that the same thing as 19 the catalog ID from the item master that we 20 discussed previously? 21 A. Yes. 22 Q. Now, when the statement says that 23 the catalog designation does not determine the 24 vendor for the purchase order, is that because 25 the user is the person who ultimately decides</p>

<p>1 who the vendor will be for that item?</p> <p>2 A. That's because the system would</p> <p>3 allow the user to determine that.</p> <p>4 Q. So my question was, the statement</p> <p>5 says that the catalog designation does not</p> <p>6 determine the vendor for the purchase order. Is</p> <p>7 the reason for that because the user who</p> <p>8 ultimately decides who the vendor will be can</p> <p>9 select whom the vendor will be?</p> <p>10 A. The reason is because we also allow</p> <p>11 the user to determine that. So I could have two</p> <p>12 items in a catalog called Staples, and I could</p> <p>13 use Staples to select the item. And then I</p> <p>14 could continue on and place the order with</p> <p>15 Staples if I wanted. But I also was not limited</p> <p>16 by the software.</p> <p>17 And that's the point I think we're</p> <p>18 trying to make here, you could, you being the</p> <p>19 buyer, because that's who would use this module,</p> <p>20 you could check -- change the vendor to, in this</p> <p>21 example, Best Buy.</p> <p>22 So the way the software worked is</p> <p>23 you had the ability as an end user to specify</p> <p>24 any supplier that you wanted.</p> <p>25 Q. But the catalog information, the</p>	<p>101</p> <p>1 Q. In either respect, using either the</p> <p>2 user defined fields or the extended description</p> <p>3 field, that does not draw from the vendor master</p> <p>4 file; correct?</p> <p>5 A. That's correct.</p> <p>6 Q. Now, if I can direct your attention</p> <p>7 to the third paragraph here. It states "the</p> <p>8 vendor field contains the last vendor that the</p> <p>9 first item on this PO (in this case A2000) was</p> <p>10 purchased from. The last PO created for A2000</p> <p>11 was from vendor number 12345-Best Buy Supply.</p> <p>12 If the last PO for A2000 was for vendor number</p> <p>13 NAPC-1, (North American Packaging) NAPC-1 would</p> <p>14 be displayed in the vendor field."</p> <p>15 Did I read that correctly?</p> <p>16 A. Yes, you did.</p> <p>17 Q. So does that paragraph indicate</p> <p>18 that the vendor for this specific purchase order</p> <p>19 is determined solely from the last vendor for</p> <p>20 that specific item?</p> <p>21 A. In this example, yes.</p> <p>22 Q. And the only other way that the</p> <p>23 vendor could be changed is if the user manually</p> <p>24 selected a different vendor; is that correct?</p> <p>25 A. That's correct.</p>
<p>1 catalog ID field that was from the item master,</p> <p>2 that catalog ID was not associated with any</p> <p>3 specific vendor in the system; correct?</p> <p>4 MS. HUGHEY: Objection; vague.</p> <p>5 A. That's right. The catalog ID and</p> <p>6 the item master is really a way to group items</p> <p>7 together, to make it easy for a user to select</p> <p>8 those items.</p> <p>9 Q. And the user is the one that sets</p> <p>10 and determines what the catalog will be;</p> <p>11 correct?</p> <p>12 A. A user could be a requisitioner,</p> <p>13 part of that community, or a user could be a</p> <p>14 buyer. And they both can use the same catalog</p> <p>15 ID. So again, that's only one catalog ID in the</p> <p>16 item master file.</p> <p>17 Q. So there was no way to associate</p> <p>18 the catalog ID with the vendor master file;</p> <p>19 correct?</p> <p>20 MS. HUGHEY: Objection; vague.</p> <p>21 A. The only way that you could</p> <p>22 associate it was through use of the user defined</p> <p>23 fields or through providing additional</p> <p>24 information in the extended description field,</p> <p>25 which would be a reference.</p>	<p>102</p> <p>1 Q. And then if I can direct your</p> <p>2 attention two pages further. It's page 2-231 in</p> <p>3 the manual. And the heading states "major</p> <p>4 points to remember."</p> <p>5 And when you decide in this manual,</p> <p>6 what was the purpose of the major points to</p> <p>7 remember highlight?</p> <p>8 A. Just to summarize some of the key</p> <p>9 concepts for the user. Things that they would</p> <p>10 have learned in that chapter.</p> <p>11 Q. Now, if I can direct your attention</p> <p>12 to the second to last point to remember, it</p> <p>13 states "the catalog designation does not</p> <p>14 determine the vendor for the purchase order.</p> <p>15 The default vendor is determined by the previous</p> <p>16 purchase for the first item on the purchase</p> <p>17 order."</p> <p>18 A. For this tutorial lesson, that is a</p> <p>19 key major point to remember.</p> <p>20 Q. You can put that document aside as</p> <p>21 well.</p> <p>22 MR. REDDY: If we can maybe take</p> <p>23 just a quick two minute break I think I may</p> <p>24 be done.</p> <p>25 MR. SAHNER: We can take a</p>

<p>1 five-minute break.</p> <p>2 THE VIDEOGRAPHER: Going off the</p> <p>3 record at 2 o'clock.</p> <p>4 (A recess was taken.)</p> <p>5 THE VIDEOGRAPHER: Back on the</p> <p>6 record, 2:15.</p> <p>7 BY MR. REDDY:</p> <p>8 Q. Ms. McEneny, I notice that you</p> <p>9 brought your testimony from the SAP trial with</p> <p>10 you here today; is that correct?</p> <p>11 A. Correct.</p> <p>12 Q. And you've occasionally been</p> <p>13 consulting it at different times throughout the</p> <p>14 course of the deposition today?</p> <p>15 A. Correct.</p> <p>16 Q. Just one item I would like to</p> <p>17 specifically bring to your attention. If you</p> <p>18 can review your testimony at page 2179.</p> <p>19 A. Which day was that, first or second</p> <p>20 day?</p> <p>21 Q. I believe it's the second day.</p> <p>22 A. Oh, that's the ePlus number?</p> <p>23 Q. No, the number of the actual</p> <p>24 transcript.</p> <p>25 A. Oh, I see.</p>	<p>105</p> <p>1 you were using the catalog field, you could</p> <p>2 either put a catalog ID in or you could leave it</p> <p>3 blank. So when I answer yes, that you can do a</p> <p>4 search on a catalog or leave it blank, let's</p> <p>5 see, I understand that if you ran a search</p> <p>6 catalog is at 1 or all. So when I say 1, it's</p> <p>7 specifically 1 a user would want to enter, or</p> <p>8 all would be the absence of entry, in which case</p> <p>9 it would be everything that's in the item</p> <p>10 master. So that would be items that have</p> <p>11 various catalogs or blank.</p> <p>12 Q. So those were the only two options,</p> <p>13 a person either left it blank, at which point</p> <p>14 they searched all the catalogs, or they entered</p> <p>15 into a specific catalog ID; is that correct?</p> <p>16 A. Correct. For that particular</p> <p>17 search session. You could circle back and</p> <p>18 research it and continue to add items if you</p> <p>19 wanted. But for that particular search session</p> <p>20 it was leave it blank or put something in.</p> <p>21 MR. REDDY: I don't have of any</p> <p>22 further questions at this time, I may have</p> <p>23 some additional questions based on</p> <p>24 Ms. Hughey's questioning.</p> <p>25 I'm sorry, there is one further</p>
<p>1 MS. HUGHEY: What page are you on?</p> <p>2 MR. REDDY: 2179 of the transcript.</p> <p>3 A. Okay.</p> <p>4 Q. Actually specifically at page 2180,</p> <p>5 beginning at line -- I'm sorry, beginning at</p> <p>6 line 3, the question was:</p> <p>7 "Question: If you ran a search</p> <p>8 catalog, it was one or all; right?"</p> <p>9 The answer was:</p> <p>10 "Answer: That's correct, yes."</p> <p>11 A. I'm sorry, where are we in this</p> <p>12 process?</p> <p>13 Is this within the context of</p> <p>14 requisitioning or purchasing?</p> <p>15 Q. Perhaps I can speed this up. I</p> <p>16 just want to ask, when you testified that a user</p> <p>17 of the P.O. Writer Plus system could only search</p> <p>18 either one catalog or all of the catalogs in the</p> <p>19 system, was that a truthful statement?</p> <p>20 MS. HUGHEY: Objection;</p> <p>21 mischaracterizes the witness' testimony,</p> <p>22 foundation.</p> <p>23 A. When you're searching in the</p> <p>24 system, whether you're in the requisitioning</p> <p>25 module or you're in the purchasing module, if</p>	<p>106</p> <p>1 question I need to ask. I'm sorry, I was</p> <p>2 getting a little ahead of myself.</p> <p>3 Q. You testified in the SAP trial;</p> <p>4 correct?</p> <p>5 A. Correct.</p> <p>6 Q. You were hired as a paid consultant</p> <p>7 on behalf of SAP; is that correct?</p> <p>8 A. Yes. Right. I was a fact witness.</p> <p>9 Q. And were you compensated for the</p> <p>10 time you spent working on that case?</p> <p>11 A. Everything up to the trial. I</p> <p>12 wasn't compensated for the trial time.</p> <p>13 Q. And do you recall roughly how much</p> <p>14 you were compensated by SAP for the work that</p> <p>15 you did in that case?</p> <p>16 A. No.</p> <p>17 Q. Would it be more than \$10,000?</p> <p>18 A. I actually don't recall. It</p> <p>19 wasn't, it didn't seem like a lot of money.</p> <p>20 Q. When you say it didn't seem like a</p> <p>21 lot of money, can you --</p> <p>22 A. I don't remember, so I'm not going</p> <p>23 to speculate.</p> <p>24 Q. Was your husband, Mr. Tim McEneny,</p> <p>25 was he also a paid consultant of SAP during that</p>

1 trial? 2 A. No. 3 MR. REDDY: In that case I don't 4 have any further questions at this time. I 5 may have some additional questions based on 6 Ms. Hughey's questioning. 7 EXAMINATION BY 8 MS. HUGHEY: 9 Q. Hello, Ms. McEneny, I'm going to be 10 asking you some questions. You understand that 11 I represent Lawson. 12 A. Yes. 13 (Lawson Exhibit 95 for 14 identification, document, production 15 numbers ePLUS 0219927 through ePLUS 16 0219937.) 17 Q. I'm going to hand you what's been 18 marked as Exhibit 95. 19 Do you recognize this document? 20 A. I do. 21 Q. What is this document? 22 A. This is a brochure that we used to 23 sell our client support program. 24 Q. Can you turn to page ePlus 0219928 25 of the document that's been marked Lawson	109 1 So that was our decision to just improve the 2 value of this program, because it was pretty 3 much a major revenue stream for the company. 4 (Lawson Exhibit 96 for 5 identification, document, production 6 numbers ePLUS 0219612 through ePLUS 7 0219619.) 8 Q. I'm going to hand you what's been 9 previously marked as Lawson Exhibit 96. And 10 this is numbered ePLUS 0219612 to 619. 11 Do you recognize this document? 12 A. Yes. 13 Q. What is this document? 14 A. This was a direct mail piece that 15 we had printed and we would send to prospects 16 and customers. 17 Q. Can you turn to page ePLUS 0219616. 18 The third page of this document. 19 What is this document showing? 20 A. This is the insert that would be in 21 this particular brochure. And it is listing the 22 modules, the prices that they're being sold at, 23 and a special discount offer that we had at that 24 time. 25 Q. And so is it consistent to say that
1 Exhibit 95, which for the record has a range 2 ePLUS 0219927 to 0219937. So this is the second 3 page of the document. 4 Do you see where it says "new 5 releases automatically." 6 A. Yes. 7 Q. Is this consistent with your 8 testimony that you did about one major release a 9 year? 10 A. Yes. 11 Q. So would it be fair to say that 12 version 9.0 would have been released sometime in 13 the spring or summer of 1992? 14 A. Yes. 15 Q. And version 10 would have been 16 released sometime in the spring or summer of 17 1993? 18 A. Correct. 19 Q. Why do you have a regular release 20 date? 21 A. One of the -- one of the reasons -- 22 well, let's put it this way, a big part of our 23 revenue would come from support revenue. And so 24 in addition to just supporting customers, we 25 also included major releases as a major feature.	110 1 purchasing, receiving, vendor performance, 2 inventory control, AP interface, report writer, 3 data interface utility, EDI interface, remote 4 requisitioning and bar code interface were on 5 sale as of December 31, 1989? 6 A. Yes. 7 Q. You can put that aside. 8 (Lawson Exhibit 97 for 9 identification, document, production 10 numbers ePLUS 0219493 through ePLUS 11 0219494.) 12 Q. I'm handing you what's been marked 13 Lawson Exhibit 97, which has the Bates range 14 ePLUS 0219493 to 94. And this is Exhibit 1 in 15 that binder I handed you. 16 Do you recognize this document? 17 A. I do. 18 Q. What is this document? 19 A. The first page is -- are notes from 20 our contact management system. And the second 21 page is a P.O. Writer Plus license agreement for 22 a law firm in Chicago, Kirkland & Ellis. 23 Q. Is this document consistent with 24 your testimony that Lawson version 10 -- I'm 25 sorry, strike that.

<p>1 Is this consistent with your 2 testimony that P.O. Writer version 10 was on 3 sale as of at least June 9, 1993? 4 MR. REDDY: Objection; 5 mischaracterizes testimony. 6 MS. HUGHEY: Let me rephrase. 7 Q. Does this document reflect when 8 P.O. Writer version 10.0 was on sale? 9 MR. REDDY: Objection; leading. 10 MS. HUGHEY: Let me rephrase. 11 Q. Does this document reflect when 12 P.O. Writer version 10 was on sale or not? 13 A. Yes, it does. 14 Q. And when was P.O. Writer version 10 15 on sale? 16 A. We started shipping in the spring. 17 I can -- you want me to just explain what this 18 is? 19 Q. Yes. 20 A. On the first page, on the bottom is 21 a note from January 7th of '93. And it's simply 22 stating that we shipped purchased versions, as 23 opposed to shipped trial version, that would be 24 the definition in how we would keep the notes. 25 And that's a version 9 multiuser version for</p>	<p>113</p> <p>1 Q. And was version 10 sold before 2 August 10, 1993? 3 A. Yes. 4 Q. Was version 10 used by customers 5 before August 10, 1993? 6 A. I would say yes, it was. I think 7 there is some other exhibits perhaps that maybe 8 where there were support questions. I think 9 you'd want to refer to the testimony. So I'll 10 just say that I would look and see if there is 11 support notes. 12 Q. Did you demonstrate the version 10 13 product before August 10, 1993? 14 A. Absolutely. 15 Q. Were version 10 manuals shipped to 16 customers before August 10, 1993? 17 A. Yes. 18 Q. Was that the document that you 19 would provide to any customer who would buy 20 version 10, the manual? 21 A. Yes. 22 Q. How long was the P.O. Writer 23 manual? 24 MR. REDDY: Objection; vague as to 25 which manual.</p>
<p>1 between five and seven users. PM indicates it's 2 a purchasing multiuser version, and then behind 3 that's the serial number. 4 So they are purchasing and 5 receiving a fax interface. Then a note was 6 entered on February 8th, we received a fax copy 7 and a check. So they bought the software. 8 And then above that, the top note 9 then indicates on June 9, '93, we shipped them, 10 it says CSP rollout version. What that stands 11 for is client support program rollout version. 12 So that would mean that they were entitled to 13 software and this was the software we shipped 14 them. So they may have decided they, you know, 15 wanted their upgrade then. But that's what that 16 would indicate to me. 17 Q. So did you ship Kirkland & Ellis 18 version 10.0 software on June 9, 1993? 19 A. That's what this indicates. 20 Q. And when was version 10 released? 21 A. I don't know the exact date. But 22 it was in the spring of '93. 23 Q. Was version 10 released before 24 August 10, 1993? 25 A. Yes, it was.</p>	<p>114</p> <p>1 Q. My understanding is that in the 2 spring of 1993 you released version 10.0. Is 3 that accurate or not? 4 A. Yes. 5 Q. Did a manual -- did you have a 6 manual that went along with that version 10.0 7 product? 8 A. The way the manuals were structured 9 is the major modules had a manual. And there 10 would be a module -- a manual for each module 11 that would have been available at that point in 12 time. 13 Q. Approximately how many volumes were 14 there? 15 A. Volumes? Well, there would be one 16 for each major module. So there would be 17 purchasing manual, receiving manual, inventory 18 control manual. Because again, the way we sold 19 the product is you didn't have to buy the whole 20 suite, you bought -- you tried what you wanted 21 to use, if you bought it, you kept the manual, 22 kept the software. So it was packaged that way. 23 But there were prerequisites, you'd 24 have to have a purchasing module to make 25 everything else work. So everybody had at least</p>

<p>1 the purchasing manual.</p> <p>2 Q. I'm going to go through some of the</p> <p>3 documents for the modules that I think you were</p> <p>4 discussing.</p> <p>5 (Lawson Exhibit 98 for</p> <p>6 identification, document, production</p> <p>7 numbers L 0126147 through L 0126395.)</p> <p>8 Q. I'm going to hand you what's been</p> <p>9 marked as Lawson Exhibit 98. It has Bates range</p> <p>10 L 0126147 to L 0126395.</p> <p>11 Do you recognize this document?</p> <p>12 A. I recognize inventory control.</p> <p>13 Yes, I do.</p> <p>14 Q. Does this manual accurately reflect</p> <p>15 the product that was sold to customers prior to</p> <p>16 August 10, 1993?</p> <p>17 A. Yes, as version 10, yes.</p> <p>18 Q. And to be clear, I'll be talking</p> <p>19 about version 10 unless I say otherwise. Just</p> <p>20 assume I'm talking about version 10.</p> <p>21 A. Okay.</p> <p>22 Q. Thank you.</p> <p>23 Is this a document that was</p> <p>24 provided to customers before August 10, 1993?</p> <p>25 A. Yes.</p>	<p>117</p> <p>1 Q. You can put that aside.</p> <p>2 Actually, I'm sorry, I have one</p> <p>3 further question on that document, I apologize.</p> <p>4 Can you turn to page L 0126362.</p> <p>5 And that would be marked as 4-53. Do you see</p> <p>6 there is an example on that document?</p> <p>7 A. Um-hum.</p> <p>8 Q. And do you see it says "report</p> <p>9 already exists." And there is a date. It looks</p> <p>10 like March 10, 1993.</p> <p>11 A. I'm sorry, is this recalculate</p> <p>12 reorder points, is that what yours says at the</p> <p>13 top?</p> <p>14 Q. Yes, exactly. At the top it says</p> <p>15 recalculate order points.</p> <p>16 A. Let me see.</p> <p>17 Q. Pretty close to the bottom, so</p> <p>18 three lines above. System message is the</p> <p>19 bottom. F1 is the one above that. And the one</p> <p>20 above that says report already exists, 3/10/93.</p> <p>21 A. Yes.</p> <p>22 Q. Was it common for you to use the</p> <p>23 current date approximately in examples in the</p> <p>24 manual?</p> <p>25 A. Yes, it was. This date would</p>
<p>1 Q. Can you please turn to page L</p> <p>2 0126155. It's the page that the tenth edition</p> <p>3 starts on. It's pretty early in the document.</p> <p>4 It ends with 155.</p> <p>5 A. Got it. I was right on it.</p> <p>6 Q. Do you see at the top it says tenth</p> <p>7 edition?</p> <p>8 A. Yes.</p> <p>9 Q. Do you see below that it says April</p> <p>10 1993?</p> <p>11 A. Correct.</p> <p>12 Q. And do you see below that it says</p> <p>13 software revision 10.0?</p> <p>14 A. Yes.</p> <p>15 Q. Is that consistent with your</p> <p>16 testimony that version 10.0 was released in the</p> <p>17 spring of 1993?</p> <p>18 A. Yes.</p> <p>19 Q. Do you see at the bottom it has a</p> <p>20 copyright number -- copyright mark, it says</p> <p>21 copyright 1993?</p> <p>22 A. Yes.</p> <p>23 Q. Is that also consistent with your</p> <p>24 testimony that this was available in 1993?</p> <p>25 A. Yes.</p>	<p>118</p> <p>1 indicate to me that when they were preparing the</p> <p>2 manual and capturing the screen, they would have</p> <p>3 run this example on that date.</p> <p>4 Q. Okay. You can put that aside.</p> <p>5 (Lawson Exhibit 99 for</p> <p>6 identification, document, production</p> <p>7 numbers L 0126396 through L 0126402.)</p> <p>8 Q. I'm handing you what's been marked</p> <p>9 Lawson Exhibit 99. It's Bates numbered L</p> <p>10 0126396 to 402.</p> <p>11 Do you recognize this document?</p> <p>12 A. Yes.</p> <p>13 Q. What is this document?</p> <p>14 A. It's from our ad hoc reporting</p> <p>15 module. And version 10.</p> <p>16 Q. Can you turn to page L 0126397.</p> <p>17 That's the second page of the document.</p> <p>18 A. Um-hum.</p> <p>19 Q. And again, do you see where it says</p> <p>20 tenth edition, April 10, 1993, software edition</p> <p>21 10.0?</p> <p>22 A. Yes.</p> <p>23 Q. Is that consistent with your</p> <p>24 testimony that the tenth edition was released in</p> <p>25 the spring or summer of 1993?</p>

<p>1 A. Yes.</p> <p>2 Q. When you would release manuals for</p> <p>3 the different modules, would they all be</p> <p>4 released at the same time or would you release</p> <p>5 them at different times?</p> <p>6 A. It was our practice to announce the</p> <p>7 product in the spring and release on a certain</p> <p>8 release date. And the practice was that, you</p> <p>9 know, since people were buying the product at</p> <p>10 the same time, that the modules would all be</p> <p>11 released at the same time.</p> <p>12 Q. So by the time modules were being</p> <p>13 sold, is it safe to say that it all of the</p> <p>14 manuals were also available?</p> <p>15 A. Yes.</p> <p>16 Q. I don't have any further questions</p> <p>17 with respect to that document, you can put it</p> <p>18 aside.</p> <p>19 I apologize, I do have a question.</p> <p>20 I'm sorry. Does this accurately represent the</p> <p>21 product that was sold to customers prior to</p> <p>22 August 10, 1993?</p> <p>23 A. Yes.</p> <p>24 Q. Is this a document that was</p> <p>25 provided to customers prior to August 10, 1993?</p>	<p>121</p> <p>1 provided to customers prior to August 10, 1993?</p> <p>2 A. Yes, this would be sent with that</p> <p>3 module.</p> <p>4 Q. Okay, you can put this aside.</p> <p>5 (Lawson Exhibit 101 for</p> <p>6 identification, document, production</p> <p>7 numbers L 0126423 through L 0126481.)</p> <p>8 Q. I'm handing you what's been marked</p> <p>9 Lawson Exhibit 101. It has a Bates range from L</p> <p>10 0126423 to L 0126481.</p> <p>11 Do you recognize this document?</p> <p>12 A. I do. It's our users manual for</p> <p>13 the data interface utility.</p> <p>14 Q. Okay. Can you turn to page L</p> <p>15 0126424, that's the second page. Do you see the</p> <p>16 top where it says tenth edition, April 1993,</p> <p>17 software revision 10.0?</p> <p>18 A. Yes.</p> <p>19 Q. Is that consistent with your</p> <p>20 testimony that version 10.0 was released in the</p> <p>21 spring or summer of 1993?</p> <p>22 A. Yes.</p> <p>23 Q. Does this accurately represent the</p> <p>24 product that was sold to customers prior to</p> <p>25 August 10, 1993?</p>
<p>1 A. Yes.</p> <p>2 (Lawson Exhibit 100 for</p> <p>3 identification, document, production</p> <p>4 numbers L 0126403 through L 0126422.)</p> <p>5 Q. I'm handing you what's been marked</p> <p>6 Lawson Exhibit 100. Bates range is L 0126403 to</p> <p>7 L 0126422.</p> <p>8 Do you recognize this document?</p> <p>9 A. I do. It's our users manual for</p> <p>10 the bar code interface.</p> <p>11 Q. Okay. Now, I'm going to represent</p> <p>12 to you that I didn't see a date in this</p> <p>13 document. But is it consistent with your</p> <p>14 understanding that this would have also been</p> <p>15 available prior to August 10, 1993 or not?</p> <p>16 MR. REDDY: Objection; leading.</p> <p>17 Q. You can answer.</p> <p>18 A. I can answer, okay.</p> <p>19 Yes, this would be consistent</p> <p>20 because of the version number.</p> <p>21 Q. Does this accurately represent the</p> <p>22 product that was sold to customers prior to</p> <p>23 August 10, 1993?</p> <p>24 A. Yes.</p> <p>25 Q. Is this a document that was</p>	<p>122</p> <p>1 A. Yes, this would.</p> <p>2 Q. Was this a document that was</p> <p>3 provided to customers prior to August 10, 1993?</p> <p>4 A. Yes.</p> <p>5 Q. Okay. And quickly, just to</p> <p>6 understand, I think you gave me a little bit of</p> <p>7 information, but could you explain a little</p> <p>8 further, what was data interface utility?</p> <p>9 A. This was a piece of software that</p> <p>10 would allow customers to import information into</p> <p>11 the P.O. Writer Plus database, so they could</p> <p>12 import catalog information, which would be the</p> <p>13 item master. They could import vendor</p> <p>14 information, account codes.</p> <p>15 So one of the primary uses for this</p> <p>16 would be customers that bought our product that</p> <p>17 maybe had data in other systems and they didn't</p> <p>18 want to hand key it in using the interface, they</p> <p>19 would put it in a flat file, or according to our</p> <p>20 format, and then they would run this utility and</p> <p>21 import the data. And they could also use this,</p> <p>22 it wasn't just a one time thing, they could use</p> <p>23 it to keep their records up to date. So that</p> <p>24 was the primary use.</p> <p>25 Q. Okay. Thank you.</p>

<p>1 (Lawson Exhibit 102 for 2 identification, document, production 3 numbers L 0126482 through L 0126500.) 4 Q. I'm handing you what's been marked 5 Lawson Exhibit 102. Bates range L 0126482 to 6 500. 7 Do you recognize this document? 8 A. I do. 9 Q. What is this document? 10 A. This is the users manual for our 11 EDI interface. 12 Q. And again, do you see on the front 13 of the page that it says version 10.0? 14 A. Yes. 15 Q. Does this accurately represent the 16 product that was sold to customers prior to 17 August 10, 1993? 18 A. Yes. 19 Q. Is this a document that was 20 provided to customers prior to August 10, 1993? 21 A. Yes. 22 Q. You can put that aside. 23 (Lawson Exhibit 103 for 24 identification, document, production 25 numbers L 0126501 through L 0126513.)</p>	<p>125 1 identification, Subpoena.) 2 Q. I'm handing you what's been marked 3 Lawson Exhibit 104. It is not a manual. I'm 4 going a little bit out of order because I wanted 5 to preserve the numbering of my documents. 6 Do you recognize that document? 7 A. Yes, I do. 8 Q. What is this document? 9 A. This was the subpoena emailed to me 10 by you to appear here today. 11 Q. Okay, I have no further questions 12 on that document. 13 (Lawson Exhibit 105 for 14 identification, document, production 15 numbers L 0126702 through L 0126717.) 16 Q. I'm handing you what's been marked 17 Lawson Exhibit 105. It's Bates number L 0126702 18 to L 0126717. 19 Do you recognize this document? 20 A. I do. 21 Q. What is this document? 22 A. The users manual for the P.O. 23 Writer Plus fax module. 24 Q. Does this accurately represent the 25 product that was sold to customers prior to</p>
<p>1 Q. I'm handing you what's been marked 2 Lawson Exhibit 103. The Bates range is L 3 0126501 to L 0126513. 4 Do you recognize this document? 5 A. Yes, I do. 6 Q. What is it? 7 A. It's the section of the purchasing 8 manual for P.O. Writer Plus. 9 Q. Does this accurately represent the 10 product that was sold to customers prior to 11 August 10, 1993? 12 A. Yes. 13 Q. Is this a document that was 14 provided to customers prior to August 10, 1993? 15 A. Yes. 16 Q. And do you see the page L 0126501, 17 it says tenth edition, April 1993, software 18 revision 10.0? 19 A. Yes. 20 Q. Is that consistent with what you've 21 already told me about the other documents we've 22 discussed? 23 A. Yes. 24 Q. Okay. You can put that aside. 25 (Lawson Exhibit 104 for</p>	<p>126 1 August 10, 1993? 2 A. Yes. 3 Q. Is this a document that's provided 4 to customers prior to August 10, 1993? 5 A. Yes. 6 Q. Okay, I have no further questions 7 on that document. 8 MR. SAHNER: Can we go off the 9 record for one second. 10 THE VIDEOGRAPHER: Going off the 11 record at 2:44. 12 (Discussion off the record.) 13 THE VIDEOGRAPHER: Back on the 14 record, 2:45. 15 (Lawson Exhibit 106 for 16 identification, document, production 17 numbers L 0127297 through L 0127504.) 18 BY MS. HUGHEY: 19 Q. I'm going to hand you what's been 20 marked Lawson Exhibit 106. It's marked L 21 0127297 to L 0127504. 22 Do you recognize this document? 23 A. Yes, I do. 24 Q. What is this document? 25 A. It's the users manual for the P.O.</p>

1 Writer Plus receiving module. 2 Q. And do you see where it says tenth 3 edition, April 1993, software version 10.0 on 4 the first page of this document? 5 A. Yes. 6 Q. Is that consistent with your 7 testimony that version 10.0 was released in the 8 spring or summer of 1993? 9 A. Yes. 10 Q. Does this document accurately 11 reflect the product that was sold to customers 12 prior to August 10, 1993? 13 A. Yes. 14 Q. Is this a document that was 15 provided to customers prior to August 10, 1993? 16 A. Yes. 17 Q. You can put that aside. 18 (Lawson Exhibit 107 for 19 identification, document, production 20 numbers L 0126965 through L 0126980.) 21 Q. I'm handing you what's been marked 22 Lawson Exhibit 107. 23 Do you recognize this document? 24 A. I do. 25 MS. HUGHEY: For the record, this	129	1 Q. I'm handing you what's been marked 2 Lawson Exhibit 108. 3 Do you recognize this document? 4 A. Yes. 5 Q. What is this document? 6 A. It's the security administrator's 7 guide for P.O. Writer Plus. 8 MS. HUGHEY: For the record, this 9 document, if I didn't already state, is L 10 0126981 to 998. 11 Q. And do you see that this document 12 says version 10.0 on the first page? 13 A. Yes. 14 Q. And do you see the second page says 15 tenth edition, April 1993, software revision 16 10.0? 17 A. Yes. 18 Q. Does this accurately represent the 19 product that was sold to customers prior to 20 August 10, 1993? 21 A. Yes. 22 Q. Was this a document provided to 23 customers prior to August 10, 1993? 24 A. Yes. 25 (Lawson Exhibit 109 for	131
1 document is L 0126965 to 980. 2 Q. What is this document? 3 A. This is the requisition interface 4 users guide. 5 Q. Did American Tech have a 6 requisitioning interface in version 10? 7 A. Yes, we did. 8 Q. Can you turn to page L 0126962. 9 Hold on. I'm sorry. 10 Turn to page L 0126969. Do you see 11 there is an example on that page? 12 A. Yes. 13 Q. Do you see that it's dated June 1, 14 1993? 15 A. Yes. 16 Q. Does this accurately represent the 17 product that was sold to customers prior to 18 August 10, 1993? 19 A. Yes. 20 Q. Is this a document that was 21 provided to customers prior to August 10, 1993? 22 A. Yes. 23 (Lawson Exhibit 108 for 24 identification, document, production 25 numbers L 0126981 through L 0126998.)	130	1 identification, document, production 2 numbers L 0127000 through L 0127019.) 3 Q. I'm handing you what was marked 4 Lawson Exhibit 109. It's L 0127000 to 019. 5 Do you recognize this document? 6 A. Yes, it's the stock requisitioning 7 and kitting and system and admin users guide for 8 P.O. Writer Plus. 9 Q. And this is version 10.0? 10 A. Correct. 11 Q. Does this accurately represent the 12 product that was sold to customers prior to 13 August 10, 1993? 14 A. Yes. 15 Q. Is this a document that was 16 provided to customers prior to August 10, 1993? 17 A. Yes. 18 Q. You can put that document aside. 19 (Lawson Exhibit 110 for 20 identification, document, production 21 numbers L 0127020 through L 0127102.) 22 Q. I'm handing you what's been marked 23 Lawson Exhibit 110. Which is Bates ranged L 24 0127020 to L 0127102. 25 Do you recognize this document?	132

<p>1 A. I do. I recognize it as the stock 2 requisitioning and kitting users manual for P.O. 3 Writer Plus.</p> <p>4 Q. And do you see the second page, or 5 the first page says version 10.0, second page 6 says tenth edition, April 1993, software 7 revision 10.0?</p> <p>8 A. Yes.</p> <p>9 Q. Does this accurately represent the 10 product that was sold to customers prior to 11 August 10, 1993?</p> <p>12 A. Yes.</p> <p>13 Q. Is this a document that was 14 provided to customer prior to August 10, 1993?</p> <p>15 A. Yes.</p> <p>16 Q. You can put that document aside. 17 (Lawson Exhibit 111 for 18 identification, document, production 19 numbers L 0127103 through L 0127137.)</p> <p>20 Q. I'm handing you what's been marked 21 Lawson Exhibit 111. L 0127103 to 137.</p> <p>22 MR. REDDY: I'm sorry, what number 23 are we up to?</p> <p>24 MS. HUGHEY: 111.</p> <p>25 Q. Do you recognize this document?</p>	<p>133</p> <p>1 ordered.</p> <p>2 Q. Were they hard bound or were they 3 electronic?</p> <p>4 A. No, we actually sent these to the 5 customer. We didn't send them the electronic 6 files. We sent them in a binder, three ring 7 binders.</p> <p>8 Q. If they were bound, you said three 9 ring binder?</p> <p>10 A. Three ring binders.</p> <p>11 Q. So do you recognize this document 12 that starts on L 0127109 that says supplier 13 performance, version 10.0?</p> <p>14 A. Yes.</p> <p>15 Q. What is this document?</p> <p>16 A. It's the users guide for the 17 supplier performance module, also called vendor 18 performance.</p> <p>19 Q. And if you turn to the next page, 20 it says ninth edition, April 1993, software 21 revision 10.0. Why is this different, ninth 22 edition versus the other ones we talked about, 23 do you know?</p> <p>24 A. I don't know. Other than it may 25 have had to do when the product was originally</p>
<p>1 A. I do. There are some supplier 2 rating reports in the beginning of this packet. 3 And then there is the supplier performance users 4 manual attached as well.</p> <p>5 Q. Do those supplier rating reports, 6 were they part of the manual or were those maybe 7 produced as part of a file, do you know?</p> <p>8 A. They probably were just in the 9 manila folder.</p> <p>10 Q. These first pages, L 1012703 to 11 108, those were not part of the manual; is that 12 correct?</p> <p>13 A. They may be included in the manual 14 somewhere, pasted in. But the actual manual 15 would start at L 0127109.</p> <p>16 Q. Is it your understanding that when 17 these manuals were produced, they were in hard 18 form and they were produced in files so things 19 might have gotten in between them?</p> <p>20 A. They were stored in manila folders, 21 in a fireproof filing cabinet. And then the way 22 they were actually produced at that period of 23 time is that they were taken to a printer, a 24 local printer called Prestige Printing, and they 25 printed, you know, however many copies we</p>	<p>134</p> <p>1 released. I mean, all the modules weren't 2 available in the very beginning of time, they 3 were developed over time. So that is most 4 probably what it is.</p> <p>5 Q. Okay. Do you remember if supplier 6 performance was a module that you did not offer 7 at the beginning when you were offering some of 8 the other modules we've discussed?</p> <p>9 A. The first module was purchasing. 10 And then receiving came after that. So this 11 would have not been one of the first. Because 12 you would have to have purchasing and receiving 13 in order to create a supplier performance 14 report. So it would have not probably been in 15 the first few years. Those other two modules 16 had to be developed first.</p> <p>17 Q. Again, do you see where it says L 18 0127109, supplier performance version 10.0?</p> <p>19 A. Yes.</p> <p>20 Q. And then the next page, tenth 21 edition, April 1993, software revision 10.0?</p> <p>22 A. Um-hum.</p> <p>23 Q. Does this accurately represent the 24 product that was sold to customers prior to 25 August 10, 1993?</p>

1 A. Yes, it would. 2 Q. Is this a document that was 3 provided to customers prior to August 10, 1993? 4 A. Yes. 5 (Lawson Exhibit 112 for 6 identification, document, production 7 numbers L 0127138 through L 0127227.) 8 Q. I'm handing you what's been marked 9 Lawson Exhibit 112, L 0127138 to L 0127227. 10 Do you recognize this document? 11 A. Yes, I do. 12 Q. What is this document? 13 A. It's the system administrator's 14 guide for P.O. Writer Plus. 15 Q. Do you see the first page says 16 version 10.0? 17 A. Yes. 18 Q. Does this accurately represent the 19 product that was sold to customers prior to 20 August 10, 1993? 21 A. Yes. 22 Q. This is a document that was 23 provided to customers prior to August 10, 1993? 24 A. Yes. 25 Q. You can put this document aside.	137 1 requisitioning system administrator's guide for 2 P.O. Writer Plus version 10. 3 Q. Do you see the first page says 4 version 10.0? 5 A. Yes. 6 Q. Does this accurately represent the 7 product that was sold to customers prior to 8 August 10, 1993? 9 A. Yes, it does. 10 Q. Is this a document that was 11 provided to customers prior to August 10, 1993? 12 A. Yes. 13 (Lawson Exhibit 115 for 14 identification, document, production 15 numbers L 0127505 through L 0127601.) 16 Q. I'm handing you what's been marked 17 Lawson Exhibit 115. L 0127505 to 601. 18 Do you recognize this document? 19 A. This, the beginning, I recognize 20 the first page as writing from a person I know 21 very well, Linda Swenarton, who is our client 22 support manager. So this appears to be her 23 office copy of P.O. Writer Plus version 10 24 requisitioning module. And there are a couple 25 of sample pages. And then on 508 it's the
1 (Lawson Exhibit 113 for 2 identification, document, production 3 numbers L 0127228 through L 0127255.) 4 Q. I'm handing you what's been marked 5 Lawson Exhibit 113. L 0127228 to L 0127255. 6 Do you recognize this document? 7 A. I do. It's the version upgrade kit 8 instructions for P.O. Writer Plus version 10. 9 Q. Does this accurately represent the 10 product that was sold to customers prior to 11 August 10, 1993? 12 A. Yes, it does. This is the software 13 that they would need to upgrade their database 14 to this particular version. 15 Q. Is this a document that was 16 provided to customers prior to August 10, 1993? 17 A. Yes. 18 Q. You can set the document aside. 19 (Lawson Exhibit 114 for 20 identification, document, production 21 numbers L 0127256 through L 0127296.) 22 Q. I'm handing you what's been marked 23 Lawson Exhibit 114. L 0127256. 24 Do you recognize this document? 25 A. I do. It's the purchasing	138 1 beginning of the requisitioning manual. 2 Q. So is it your understanding this 3 was the manual for version 10.0? 4 A. Yes. 5 Q. Does this manual starting at L 6 0127508 accurately represent the product that 7 was sold to customers prior to August 10, 1993? 8 A. Yes. 9 Q. Is this a document that was 10 provided to customers prior to August 10, 1993? 11 A. Yes. 12 Q. I'm going to ask you to turn to two 13 of the documents that have already been admitted 14 in this case. Defendant's Exhibit 2, I believe 15 it's the guided tour document. 16 MR. ROBERTSON: When you say 17 Defendant's Exhibit 2? 18 MS. HUGHEY: I'm sorry, let me 19 rephrase. 20 Q. This is ePlus's Exhibit 2. So I 21 understand this is the guided tour? 22 A. Yes. It says McEneny 2, that's it? 23 Q. Yes. Do you see where it says 24 version 10.0? 25 A. Um-hum.

<p>1 Q. Is it your understanding that this 2 was the manual for the version 10.0 product? 3 A. Yes. This is the guided tour for 4 the 10.0 product. 5 Q. Does this accurately represent the 6 product that was sold to customers prior to 7 August 10, 1993? 8 A. Yes. 9 Q. Is this a document that was 10 provided to customers prior to August 10, 1993? 11 A. Yes. 12 Q. And then I'd also like you to turn 13 to McEneny Exhibit 6. I think it begins at the 14 top "purchasing tutorial." 15 A. Yes. 16 Q. And I think we spoke already 17 that -- one second. 18 MS. HUGHEY: Could we take a 19 two-minute break so I can arrange myself? 20 MR. REDDY: Sure. 21 THE VIDEOGRAPHER: Going off the 22 record at 3:03. 23 (A recess was taken.) 24 THE VIDEOGRAPHER: Back on the 25 record, 3:12, this is the beginning of tape</p>	<p>141 1 actual manual, not the Bates number. 2 MS. HUGHEY: Yes, I can do that. 3 It's like third to last page. 4 THE WITNESS: I think it's 2-242. 5 MS. HUGHEY: That's right. 6 Q. Do you see there is an example on 7 that page? 8 A. Um-hum. 9 Q. Do you see the example is dated 10 March 18, 1993? It's right at the top. 11 A. Yes. 12 Q. Does this accurately represent the 13 product that was sold to customers prior to 14 August 10, 1993? 15 A. Yes. 16 Q. Is this a document that was 17 provided to customers prior to August 10, 1993? 18 A. Yes. 19 Q. The next exhibit I'd like you to 20 look at is McEneny Exhibit 2. 21 MR. ROBERTSON: I think you asked 22 these questions already with Exhibit 2 and 23 Exhibit 6? 24 MS. HUGHEY: I don't believe I did. 25 I didn't check them.</p>
<p>1 3. 2 BY MS. HUGHEY: 3 Q. Ms. McEneny, can you please take a 4 look at McEneny Exhibit 6, please. And I 5 believe we previously talked about this 6 document. 7 A. Yes. 8 Q. Did P.O. Writer have a purchasing 9 module in 1993? 10 A. Yes. 11 Q. Can you take a look at page L 12 0126962. And I suppose before you do that I 13 should ask, what is this document again? 14 A. This is the tutorial for the 15 purchasing module of P.O. Writer Plus. And you 16 want 6962? 17 Q. That's right, 6962. 18 MR. REDDY: I'm sorry, just for my 19 benefit, do you mind telling me what page 20 in the manual that is? 21 MS. HUGHEY: Page 4-242. 22 Although -- I'm sorry, I'm at the wrong 23 page myself. 962 are the last three 24 digits. 25 MR. REDDY: I'm sorry, of the</p>	<p>142 144 1 MR. ROBERTSON: Remember we had the 2 confusion about whether it was Defendant's 3 Exhibit 2 or McEneny Exhibit 2? 4 MS. HUGHEY: I started on it before 5 the break but I never got to it. 6 Q. What is this document? 7 A. It's the guided tour for P.O. 8 Writer Plus version 10. 9 Q. And do you see the first page says 10 version 10.0? The very first page, the one you 11 just flipped. 12 A. Yes. 13 Q. Does this accurately represent the 14 product that was sold to customers prior to 15 August 10, 1993? 16 A. Yes. 17 Q. Is this a document that was 18 provided to customers prior to August 10, 1993? 19 A. Yes. 20 Q. Is it accurate to say that the 21 version 10 P.O. Writer manual was a set of 22 volumes or not? 23 MR. REDDY: Objection; leading. 24 Q. You can answer. 25 A. A set of volumes?</p>

<p>1 Q. Yes.</p> <p>2 A. Together the manuals made up the 3 volumes. I guess library, whatever you would 4 call it. Teaching people how to operate the 5 product.</p> <p>6 Q. Do you consider the different 7 volumes to be a single publication or not?</p> <p>8 MR. REDDY: Objection.</p> <p>9 A. Yes.</p> <p>10 MR. REDDY: Calls for a legal 11 conclusion.</p> <p>12 A. We do consider these to be a single 13 publication. You wouldn't ship a version 10 14 purchasing manual with a version 11 15 requisitioning. They were, you know, version 10 16 worked together, it was released and tested so 17 that it operated together. So they definitely 18 went out as a single version set for whatever 19 modules the customer bought.</p> <p>20 Q. Okay. Was the version 10 P.O. 21 Writer manual shipped to customers prior to 22 August 10, 1993?</p> <p>23 A. Yes.</p> <p>24 Q. Was the P.O. Writer manual publicly 25 available and distributed to customers prior to</p>	<p>145</p> <p>1 to prevent them from doing that. But, you know, 2 at trade shows for example we would lock them up 3 at night. So yes.</p> <p>4 Q. But during the day if somebody came 5 by and wanted to look at the manual, is there 6 anything that you would do to stop them, would 7 you ask them for identification?</p> <p>8 A. We knew who our competitors were. 9 If they were standing in our booth trying to 10 read our manual we would probably ask them to 11 leave.</p> <p>12 Q. If they were a potential customer 13 you would probably let them read the manual; is 14 that correct?</p> <p>15 A. Oh, absolutely.</p> <p>16 Q. Earlier we spoke about the 17 copyright limit on some of the manuals. I 18 believe it was -- just grab the ad hoc reporting 19 manual as an example, that's Lawson Exhibit 99. 20 It's a pretty little one.</p> <p>21 A. There we go.</p> <p>22 Q. And the second page, L 0126397.</p> <p>23 A. Um-hum.</p> <p>24 Q. The third paragraph says "no part 25 of this work may be reproduced," and so on,</p>
<p>1 August 10, 1993?</p> <p>2 A. Yes.</p> <p>3 Q. Did you attend trade shows?</p> <p>4 A. Yes.</p> <p>5 Q. Did you have the manuals at trade 6 shows?</p> <p>7 A. We did.</p> <p>8 Q. Did you demonstrate version 10 9 prior to August 10, 1993?</p> <p>10 A. Yes.</p> <p>11 Q. When you were at trade shows, did 12 you have the version 10 manuals at trade shows 13 prior to August 10, 1993?</p> <p>14 A. Yes.</p> <p>15 Q. Is it accurate to say that you 16 would sell version 10 to any customer who asked 17 to buy it or not -- strike that.</p> <p>18 Is it accurate to say that you 19 would sell a version 10 product to any customer 20 or not?</p> <p>21 A. Yes.</p> <p>22 Q. Did you do anything to stop your 23 competitors from reviewing the version 10 24 manuals?</p> <p>25 A. Did we do anything? Well, we tried</p>	<p>146</p> <p>148</p> <p>1 we've already discussed this paragraph.</p> <p>2 A. Um-hum.</p> <p>3 Q. Is it fair to say that you did not 4 want your competitors to obtain your manuals?</p> <p>5 A. Sure.</p> <p>6 Q. Is it fair to say that if your 7 customers had made copies of your manuals for 8 their personal use that would not have been a 9 problem?</p> <p>10 MR. REDDY: Objection; leading.</p> <p>11 A. If a customer made a copy for their 12 own personal use to give to a user that they had 13 a license for, that wouldn't have been a problem 14 for us. What would have been a problem is if 15 they made a copy of the manual and the software 16 and gave it to somebody, therefore we wouldn't 17 get the revenue for it. That would be a 18 problem. Or if they would give it to a 19 competitor who would read it and look at our 20 ideas, that would be a problem. But generally 21 speaking if it's just to support a user who's 22 licensed, it wouldn't have been a problem.</p> <p>23 Q. Is it accurate to say that this 24 statement placed no limitation on who could be 25 shown the manual?</p>

<p>1 MR. REDDY: Objection; leading. 2 MS. HUGHEY: Let me rephrase. 3 Q. Is it accurate to say that this 4 statement does not limit the number of people 5 who would be shown the manual or not? 6 A. This paragraph, in my opinion, 7 wouldn't limit who could look at the manual. 8 Q. Is it accurate to say that this 9 statement does not limit the number of people 10 who could review the manual or not? 11 A. I don't think it does. 12 Q. Is it accurate to say that if a 13 customer purchased the product you would provide 14 them with the manual? 15 A. Yes. 16 Q. Is it true that once a customer 17 purchased the product and received a manual, 18 that customer could show the manual to anyone or 19 not? 20 A. I couldn't control that, so I guess 21 it's conceivable. 22 Q. Is it accurate to say that you did 23 not password protect the manuals? 24 A. Correct. 25 Q. Is it accurate to say that at trade</p>	<p>149</p> <p>1 version 10 manual would be to order the version 2 10 product? 3 A. They could order a trial, a \$95 4 trial. And get the manual. Or they could order 5 the product. Either one. 6 (Lawson Exhibit 116 for 7 identification, substitute response to 8 non-final office action.) 9 Q. I'm going to hand you what's been 10 marked as Lawson Exhibit 116. 11 Can you turn to page 20 of that 12 document. Maybe a third of the way down, under 13 that chunk paragraph, the last sentence in that 14 paragraph says "because the P.O. Writer Plus 15 licensees were under an obligation to keep the 16 information contained in the P.O. Writer manual 17 confidential, the manuals were not publicly 18 accessible and cannot qualify as a printed 19 publication of prior art." 20 Do you agree with the statement 21 that the P.O. Writer licensees were under an 22 obligation to keep the information contained in 23 the P.O. Writer Plus manual confidential? 24 MR. REDDY: Objection; calls for a 25 legal conclusion. Objection; leading.</p>
<p>1 shows you publicly displayed the manuals? 2 A. Yes. 3 Q. Is it accurate to say that people 4 at the trade shows could look at the manuals? 5 A. Again, we wouldn't want our 6 competitors looking at them. But yes, people 7 were welcome to come into the booth, see the 8 demonstration of the products. 9 And we were very proud of the 10 manuals primarily because a lot of people 11 were -- had a lot of reservation about learning 12 the product and whether or not they could manage 13 teaching themselves, supporting themselves, 14 without a lot of IT support. So we would show 15 the manuals and the tutorials as proof to people 16 that it isn't that difficult to use. And if you 17 just follow through it's very easy to learn. So 18 we probably would even offer that to, somebody 19 that we thought was a decent prospect. But 20 again, we would not be handing them over to 21 competitors. 22 Q. Is it accurate to say that 23 someone -- strike that. 24 Is it accurate to say that all 25 someone would have to do to obtain a P.O. Writer</p>	<p>150</p> <p>152</p> <p>1 MS. HUGHEY: Let me rephrase. 2 MR. REDDY: Objection; foundation 3 as well. 4 Q. Do you agree that the P.O. Writer 5 Plus licensees were under an obligation to keep 6 the information contained in the P.O. Writer 7 Plus manual confidential or not? 8 MR. REDDY: Same objections. 9 A. You're saying the licensees, people 10 that bought our product? 11 Q. Yes. 12 A. Yes, I would think that they should 13 keep it confidential. 14 Q. But were they under an obligation 15 to keep it confidential? 16 MR. REDDY: Same objections. 17 A. Were they under an obligation to 18 keep it confidential? My expectation if they 19 wanted to talk to people where it would result 20 in a sale for us, you know, that might have been 21 one thing. But to send the manuals around, I 22 mean, our license agreement said you're not 23 going to distribute this, you're not going to 24 share our ideas. So I think they should keep it 25 confidential.</p>

<p>1 Q. Did the customers have to be 2 specifically trained to use -- you can put that 3 aside. 4 Did the customers have to be 5 specifically trained to use P.O. Writer? 6 A. They were taught how to use P.O. 7 Writer by going through the guided tour or going 8 through the tutorials that were in the users 9 manuals. And also we offered training, and I 10 did a lot of the training. I mean, other people 11 did it as well. But most of the time people 12 used the printed materials that were available 13 and taught themselves how to use the product. 14 Q. Was P.O. Writer an electronic 15 sourcing system? 16 MR. REDDY: Objection; calls for a 17 legal conclusion. Objection; no 18 foundation. 19 MS. HUGHEY: Okay, let me rephrase. 20 Q. Was P.O. Writer an electronic 21 sourcing system or not? 22 MR. REDDY: Objection; calls for a 23 legal conclusion. Objection; no 24 foundation. 25 A. We considered it, yes, we</p>	<p>153 1 of items stored in electronic format or not? 2 MR. REDDY: Same objections. 3 A. Yes. 4 Q. Is it accurate to say that P.O. 5 Writer discloses an electronic database to store 6 multiple catalogs? 7 MR. REDDY: Objection. Same 8 objections. 9 A. Yes. 10 Q. Is it accurate to say that the 11 product information could be maintained within 12 the P.O. Writer Plus system as product catalogs 13 organized in various ways? 14 A. Yes. 15 MR. REDDY: Same objections. 16 MS. HUGHEY: What are your 17 objections? 18 MR. REDDY: Calls for a legal 19 conclusion, no foundation. 20 MS. HUGHEY: I'm asking about the 21 product that she sold. 22 MR. ROBERTSON: No, you're not. 23 Q. Is it accurate to say that the 24 product information could be organized by 25 vendor?</p>
<p>1 considered it a sourcing system. 2 Q. Did P.O. Writer have an electronic 3 database? 4 A. Yes. 5 MR. REDDY: Objection. I'm sorry, 6 I withdraw that objection. 7 Q. Is it accurate to say that the P.O. 8 Writer was an electronic system for use by a 9 prospective buyer? 10 MR. REDDY: Objection; calls for a 11 legal conclusion. I'm sorry, were you not 12 finished yet? Go ahead. 13 Q. Is it accurate to say that the P.O. 14 Writer product was an electronic system for use 15 by a prospective buyer to locate and find buyers 16 to purchase from sources, suppliers or vendors 17 or not? 18 A. Yes. 19 MR. REDDY: Objection; calls for a 20 legal conclusion. 21 A. Do you want my opinion? 22 Q. Yes. 23 A. My opinion is yes. 24 Q. Is it accurate to say that the P.O. 25 Writer manual discloses a collection of catalogs</p>	<p>154 1 A. Product information could be 2 organized by vendor? 3 MR. REDDY: Objection. Objection; 4 foundation. Objection -- rest with 5 foundation. 6 MS. HUGHEY: Let me take a step 7 back. 8 A. If the user -- it depends on 9 implementation. If the user used the user 10 defined field in the item master and said 11 supplier, preferred supplier, alternate 12 supplier, then they are to me organizing that 13 data by vendor. A lot of this would have to do 14 with the customer, the industry and how they 15 implemented the product. 16 Q. Is it accurate to say that the P.O. 17 Writer product, and just to be clear, I'm always 18 talking about the P.O. Writer product version 10 19 unless I say otherwise. 20 Is it accurate to say that the P.O. 21 Writer version product 10 product information 22 could be maintained by product type? 23 MR. REDDY: Objection; vague. 24 A. By product type, yes. I would say 25 yes. And my thinking is it would be using the</p>

<p>1 commodity field to indicate a product type. 2 Which would be a common implementation. So I 3 would say yes with that caveat. 4 Q. Is it accurate to say that the 5 catalog ID field is used to assign an item to a 6 specific catalog? 7 A. Yes. 8 Q. Is it accurate to say that a 9 particular catalog can be selected for searching 10 by entering a catalog ID? 11 A. Yes. 12 MR. REDDY: Objection; foundation. 13 Q. Do you understand my question? 14 A. I believe I do. 15 THE WITNESS: Do I need to go back 16 on any of this? 17 Q. Is it accurate to say that the P.O. 18 Writer system displays all the items in a 19 selected catalog that meet the searchable 20 criteria? 21 A. I'm sorry, can you repeat that? 22 Q. Is it accurate to say that the P.O. 23 Writer system displays all the items in a 24 selected catalog that meet the searchable 25 criteria?</p>	<p>157 1 Writer version 10 -- let me rephrase. 2 Is it accurate to say in the P.O. 3 Writer version 10 product that the catalog ID 4 field and the item master record is used to 5 assign an item to a catalog? 6 A. Yes. 7 Q. Okay. Can you please turn to same 8 exhibit, page 224. Do you see the third 9 sentence down that starts with "as shown below"? 10 This is 2-224. 11 A. Hum. 12 Q. It says "as shown below, a window 13 opens displaying a list of catalog IDs. At this 14 time the list consists of only Best Buy." 15 Is it accurate to say the P.O. 16 Writer system may contain multiple catalog IDs? 17 A. Yes. 18 Q. Is it accurate to say that a 19 particular catalog can be searched for by 20 entering a catalog ID? Let me rephrase. 21 Is it accurate to say that a 22 particular catalog can be selected for searching 23 by entering a catalog ID? 24 A. Yes. 25 Q. Is it accurate to say that the P.O.</p>
<p>158 1 MR. REDDY: Objection; calls for a 2 legal conclusion. 3 A. If you select a catalog ID, on 4 either the requisition creation screen or the 5 purchase order creation screen, and the system 6 will display all items that have that catalog ID 7 in the item master file field. 8 Q. Can you turn to McEneny Exhibit 6, 9 please. 10 A. Um-hum. 11 Q. Can you please turn to page L 12 0126951, which is 2-231. 13 Do you see the top line that says 14 "the catalog ID field and the item master record 15 is used to assign an item to a catalog"? 16 A. I'm not on the same page. 17 Q. 2-231. This is McEneny Exhibit 6. 18 A. Yes, Exhibit 6. What's the? 19 Q. 2-231, which is L 0126951. 20 A. Okay. 21 Q. Do you see the first point that 22 says "the catalog ID field and the item master 23 record is used to assign an item to a catalog"? 24 A. Yes. 25 Q. Is it accurate to say that the P.O.</p>	<p>160 1 Writer system displays all the items in a 2 selected catalog that meet the selected search 3 for criteria? 4 A. Yes. 5 Q. Is it accurate to say that the 6 system may contain multiple catalog IDs? 7 A. Yes. 8 Q. Is it accurate to say that a list 9 of available catalogs may be displayed by 10 catalog ID? 11 A. A list of available catalogs by 12 catalog ID? 13 Q. Yes. 14 A. If you put in a catalog ID you see 15 a list of valid items that are in that catalog, 16 associated with that catalog ID. But I think I 17 heard you say a list of valid catalogs by 18 catalog ID. Maybe I misunderstood your 19 question. 20 Q. Let me rephrase. Let me try and be 21 clear. 22 Is it accurate to say that a list 23 of available catalogs may be displayed by 24 catalog ID? 25 A. Oh, yes.</p>

<p>1 Q. Is it accurate to say that the P.O. 2 Writer system was capable of maintaining 3 multiple catalogs? 4 A. Yes. 5 Q. Did P.O. Writer include product 6 information such as an item number, item 7 description, inventory location, price, 8 commodity code, unit of measure and vendor 9 identification? 10 MR. REDDY: Objection; calls for a 11 legal conclusion and compound. 12 A. The only thing that wasn't in the 13 item master that we already discussed is the 14 vendor ID, unless a user defined field was 15 purposed for that. 16 Q. Can you turn to what I believe has 17 been marked as -- I'm sorry, we have so many 18 manuals here. I'm trying to find the 19 requisitioning manual. I think it's been marked 20 as 115. 21 Can you turn to Lawson's Exhibit 22 115. Can you turn to L 0127525. Which is page 23 2-7. 24 Do you see where it says at the top 25 "from this screen there are several ways to</p>	<p>161 1 Q. Is it accurate to say that P.O. 2 Writer enabled a user to select a particular 3 product catalog to search such as by using the 4 catalog IDs? 5 A. Yes. 6 Q. Is it accurate to say that the P.O. 7 Writer Plus system allowed a user to select 8 product catalogs to search resulting in a search 9 of less than the entire data in the database? 10 A. Yes. 11 MR. REDDY: Objection; calls for a 12 legal conclusion. Objection; foundation. 13 A. My answer again, the idea of 14 picking and then subsorting, my answer would be 15 yes. 16 Q. Can you explain -- 17 A. That's exactly what it does. 18 Q. Explain to me a little more how it 19 does it. 20 A. Again, if you select a catalog ID, 21 and then a subcriteria, the system will go in 22 based on those filters and bring back just those 23 items that match that selection criteria. So 24 based on my understanding of your question, the 25 answer would be yes.</p>
<p>1 display a catalog"? 2 A. Yes. 3 Q. Do you see below that it says item 4 number, item description, commodity code? 5 A. Yes. 6 Q. Is it accurate to say that using 7 the P.O. Writer version 10 system a user could 8 display the catalog by catalog ID or item number 9 sequence or item description sequence or 10 commodity code sequence? 11 A. Correct, it's an or. So if you put 12 in a catalog ID, you can then subsort underneath 13 that by one of those three items. Or you can 14 leave the catalog ID blank and then you could 15 pick one of the search criteria. 16 Q. Is it accurate to say that in the 17 P.O. Writer product, product catalog can be 18 organized to contain only products supplied by a 19 single vendor? 20 A. Yes. Again, it depends on how the 21 customer set the system up. 22 Q. Is it accurate to say that the P.O. 23 Writer system enabled the user to select a 24 particular product catalog to search? 25 A. Yes.</p>	<p>162 1 Q. Is it accurate to say that if a 2 user did not know the specific catalog ID to 3 select, the user could view a list of available 4 catalog IDs? 5 A. Yes. 6 Q. Is it accurate to say that 7 alternatively, user could select all the 8 catalogs for searching by leaving the catalog ID 9 field blank? 10 A. Yes. 11 Q. Did P.O. Writer retain product 12 information for multiple vendors? 13 A. Yes. 14 Q. Is it accurate to say that P.O. 15 Writer could associate a particular catalog ID 16 to multiple vendors? 17 MR. REDDY: Objection; calls for a 18 legal conclusion. 19 A. Particular catalog ID with multiple 20 vendors? 21 Again, depends on how the system 22 was configured. 23 Q. Explain to me how a customer might 24 associate a particular catalog ID with multiple 25 vendors.</p>

<p>1 A. At the highest, in the item master 2 you can put a catalog ID in and it doesn't have 3 to be a catalog name or a vendor. It could be a 4 group. So I might say furniture, because the 5 user can put information in in any way they 6 want. So that could be the catalog ID. 7 And then they could have any item 8 that is in this particular group associated with 9 that catalog ID. And, again, configured 10 properly, using the user defined fields, they 11 could assign a preferred supplier and an 12 alternate supplier, which would give the user 13 visibility. Again, it doesn't automatically 14 pick the supplier but it gives them visibility 15 to that information. So it would be completely 16 on how the system was configured for the 17 customer. 18 Q. Is it accurate to say that as items 19 are added to the item master record, they can be 20 assigned a particular catalog associated with a 21 particular vendor? 22 MR. REDDY: Objection. 23 A. Yes, well, they could do that too. 24 Again, it's a configuration issue, how the 25 customer implements the product.</p>	<p>165 1 Is that accurate? 2 A. Yes. 3 Q. Did I read that correctly? 4 A. Yes. 5 Q. Did the inventory control module 6 enable tracking of on hand inventory balances? 7 A. Yes. 8 Q. Is it accurate to say that for a 9 selected item a requisition, the P.O. Writer 10 system was capable of determining the 11 availability of the item in the inventory of the 12 customer? 13 A. In the inventory of the customer? 14 Let me make sure I understand the question. If 15 they -- are they looking for the inventory at 16 another, like at a Staples, are they looking -- 17 ask the question again, I'm sorry. 18 Q. Why don't you tell me what they 19 could do. 20 A. That would be better. They could 21 maintain inventory in P.O. Writer Plus. They 22 could have that item stored in multiple 23 locations. Those multiple locations could be 24 owned by the company that owns P.O. Writer. Or 25 they could have information in the P.O. Writer</p>
<p>1 Q. Can you explain how that would be 2 done? 3 A. They might say I only buy office 4 supplies from this particular supplier, and 5 therefore all my office supply items have a 6 catalog ID of Staples, in which case it's 7 organized that way. 8 Q. Did P.O. Writer create a list of 9 items resulting from a search? 10 A. Yes. 11 Q. Turning to the inventory control 12 module. Did the inventory control module enable 13 tracking of on hand inventory balances? 14 MR. REDDY: Objection; vague. 15 A. Well, I don't know. The answer is 16 yes. Do you need to reference it? 17 Q. Let's turn to McEneny Exhibit 2. 18 Which is the guided tour version 10.0. 19 A. Um-hum. 20 Q. Can you turn to page L 0126633. 21 This is page 102. 22 A. Yes. 23 Q. Do you see the sentence right below 24 the image, it says "the inventory control module 25 allows you to track on hand inventory balances."</p>	<p>166 1 database about inventory that might be stored 2 somewhere else, like uniforms, forms, that type 3 of thing. 4 So there is visibility to an item 5 and its location in the P.O. Writer Plus system. 6 Q. Can you turn to Lawson Exhibit 116. 7 That would be that document entitled, starts in 8 the United States Patent and Trademark Office. 9 You know what, that's not the 10 document I want. 11 (Lawson Exhibit 117 for 12 identification, appeal brief.) 13 Q. I'm handing you what's been marked 14 Lawson Exhibit 117. Can you turn to page 82 of 15 that document. 16 Do you see where it says "the P.O. 17 Writer manual fails to disclose or suggest the 18 limitation of determining whether a selected 19 matching item is available in inventory"? It's 20 the first full paragraph, the sentence starts 21 "regarding." 22 Do you agree that the P.O. Writer 23 manual fails to disclose determining whether a 24 selected matching item is available in 25 inventory?</p>

<p>1 MR. REDDY: Objection; foundation. 2 Objection; seeks a legal conclusion. 3 A. You know, let me just take a look 4 at what they -- I think they're using the 5 inventory manual. I don't know what this is, 6 I've never seen this before. So I presume this 7 is -- I don't know what it is. Let me look. 8 Did you put the stock 9 requisitioning module in here? 10 Q. I put them all in. 11 A. So they're talking about inventory 12 module page 102 and 103. 13 Q. Let's divorce the question from 14 this document. 15 A. Okay. 16 Q. I just want to know, if you don't 17 know because you don't understand the question 18 or you don't know what the words mean, that's 19 fine. 20 A. I guess what I'm saying is I think 21 in this document they're referring to the 22 inventory module as a place to look for 23 functionality that would be described in the 24 stock requisitioning manual. 25 Q. Okay.</p>	<p>169 1 BY MS. HUGHEY: 2 Q. Did the P.O. Writer system contain 3 a requisitions module? 4 A. Yes, it did. 5 Q. Did the requisitions module allow 6 users to create requisitions? 7 A. Yes. 8 Q. Could requisitions be created from 9 a catalog? 10 A. Yes. 11 Q. Did P.O. Writer allow the use of 12 the requisitions interface module to convert 13 requisitions into one or more purchase orders? 14 A. Yes. 15 Q. Did P.O. Writer have the capability 16 of creating multiple purchase orders from a 17 single requisition? 18 A. Yes. 19 MR. REDDY: Objection; seeks legal 20 conclusion. 21 Q. Can I have you turn to what's been 22 marked Lawson Exhibit 107. It's pretty thin, it 23 will start with table of contents. 24 If you please turn to the page in 25 that document that ends 76.</p>
<p>1 A. So I mean, the way you would 2 look -- if you were creating a requisition, you 3 could log in if you owned the stock 4 requisitioning module, then you could not only 5 create what we call a purchase requisition, but 6 you also could have visibility to your on hand 7 inventory with the stock requisitioning. So I 8 guess that's what I'm doing, is just saying they 9 might have been referencing the wrong place, 10 because this would be the manual where you would 11 do that. 12 MR. REDDY: And I'm going to move 13 to strike the last two responses as 14 nonresponsive, there is no question 15 pending. 16 MR. ROBERTSON: Is there a 17 convenient time to take a short break at 18 some point? 19 MS. HUGHEY: Now we can take a 20 break. 21 THE VIDEOGRAPHER: Going off the 22 record at 3:48. 23 (A recess was taken.) 24 THE VIDEOGRAPHER: Back on the 25 record, 3:56.</p>	<p>170 172 1 Do you see the third paragraph 2 down, it says "some requisitions will need to be 3 split because there are multiple items that are 4 purchased from different vendors"?</p> <p>5 A. Yes. 6 Q. Did P.O. Writer have the capability 7 of creating multiple purchase orders from a 8 single requisition? 9 A. Yes. 10 Q. Is it accurate to say that 11 requisitions included items purchased from 12 different vendors that were split into different 13 purchase orders by a vendor? 14 A. Items that were purchased from 15 different vendors? I'm sorry. 16 Q. Yes. 17 A. Items that could be purchased from 18 different vendors? 19 Q. Let's say it like that. Let me 20 rephrase it. 21 A. Okay. 22 Q. Could requisitions be used to 23 include items purchased from different vendors 24 that were split into different purchase orders 25 by a vendor?</p>

1 A. Yes. 2 Q. Did P.O. Writer have the capability 3 to create purchase orders from user generated 4 criteria? 5 MR. REDDY: Objection; vague. 6 Q. Do you understand my question? 7 A. Maybe you should be more specific. 8 Q. Why don't you tell me, how did the 9 P.O. Writer create purchase orders? Let me 10 rephrase. 11 How did a customer use P.O. Writer 12 to create purchase orders? 13 A. Again, two user communities, 14 requisitioner would create a REQ with items or 15 services they wanted. The buyer then would turn 16 that into a purchase order. That was kind of 17 one business flow. 18 A second business flow was a buyer 19 could log into the system and create a purchase 20 order, and they could do that using similar 21 methods that a requisition order, they could 22 select a catalog, they could select an item, 23 they could select a commodity group, to sort the 24 item master, pick off items and put them on a 25 purchase order.	173	1 a database search, the P.O. Writer system was 2 capable of transferring the relevant product 3 information for the selected item from the 4 database on to an electronic requisition? 5 MR. REDDY: Objection; compound. 6 Objection; seeks legal conclusion. 7 A. Yes. 8 Q. Can you turn to guided tour version 9 10.0. This is Lawson Exhibit -- I'm sorry, this 10 is McEneny Exhibit 2. 11 And I would like you to turn to 12 page 47 of that document, L 0126577. Maybe look 13 at the next couple of pages as well. Look at 48 14 and 49. 15 A. This is creating purchase orders? 16 I just want to make sure I'm in the right place, 17 you're in our user manual number 17, creating 18 purchase orders. 19 Q. Page 47? 20 A. Page 47, but the user manual number 21 is 17. I just want to make sure I'm in the 22 right place. 23 Q. What does this reflect? 24 A. This is teaching a user how to 25 begin the order creation process in P.O. Writer	175
1 Q. Were purchase orders created from 2 user generated criteria? 3 MR. REDDY: Objection; seeks legal 4 conclusion. 5 A. So if user generated criteria is, 6 I'm the user, I'm setting up my item master file 7 for my business the way it makes sense, and then 8 I'm selecting data based on that criteria, such 9 as catalog IDs that are meaningful to me, 10 commodities that are meaningful to me. If 11 that's your definition of criteria, then the 12 answer is yes, because that's how the product 13 worked. 14 Q. Is it accurate to say that once the 15 requisitions have been processed by the 16 requisition interface module, purchase orders 17 could be directly generated? 18 A. Yes. 19 Q. Is it accurate to say that when the 20 original requisition was split into multiple 21 requisitions, purchase orders could be created 22 by utilizing the purchasing module? 23 A. Yes. 24 Q. Is it accurate to say that upon 25 selection of a desired item from the results of	174	1 Plus. 2 Q. You can put that away for now. 3 Is it accurate to say that P.O. 4 Writer enabled a purchase order to be created 5 from a requisition list? 6 A. Yes. 7 Q. Is it accurate to say that during 8 purchase order generation on the P.O. Writer 9 system, the vendor listed on the requisition 10 could be automatically converted to a different 11 vendor? 12 MR. REDDY: Objection; seeks legal 13 conclusion, foundation. 14 A. Automatically? There was a feature 15 in the product that the buyer could use in the 16 requisitioning interface that would allow the 17 system to try and help them put in a supplier. 18 It was described earlier. It's in the 19 requisitioning interface module. 20 Q. Okay. Are you referring maybe to 21 the guided tour version 10.0 document? 22 A. Let's see. 23 Q. I'll refer you to page 552. This 24 is McEneny Exhibit 2 again. Like I said, L 25 0126552.	176

<p>1 Do you see the example on this 2 page? 3 A. Um-hum. That's not the page I was 4 thinking of. I was thinking of the one that 5 ends in 6682. I just want to make sure we're 6 communicating. 7 Q. Yup. And what does -- 8 A. This is the screen that a user 9 would use, and again, typically a buyer would 10 log in, who is managing the requisition Q. And 11 this particular screen, what it's showing is 12 that there is the ability to have the system -- 13 let's see, what are we doing here? Let me make 14 sure I'm absolutely in the right place. 15 You can see on the following page, 16 the one that's 6683, where the system is 17 automatically doing the vendor assignment after 18 the user presses the, I believe that's the F6 19 key, it's a little hard to read with this copy. 20 So that's, when I answered your question, that's 21 what I was specifically referring to. 22 Q. Okay. Can you turn back to that 23 page 6552. 24 A. Um-hum. I'm sorry 65? 25 Q. 6552, yes.</p>	177	<p>1 that correct? 2 A. It identifies the vendor associated 3 with that particular transaction for that item. 4 Q. Is it accurate to say that this 5 shows catalog numbers for items that are 6 generally equivalent? 7 MR. REDDY: Objection; seeks legal 8 conclusion. 9 A. No, it doesn't. 10 Q. I'm sorry, what does it show again, 11 what are the catalog numbers? 12 A. In the item master, at the top 13 left-hand corner, you'll see the item number. 14 And then kind of a third of the way down on the 15 right side, it says catalog. If there were a 16 catalog ID in the item master for that item, 17 then it would show there. In this particular 18 example it's left blank, so there was no catalog 19 ID for this item number. 20 Q. I see. 21 But it could be, it could be filled 22 in, it didn't always have to be blank? 23 A. It could be filled in. But again, 24 it was one catalog in the item master file. And 25 that's the field it's referring to.</p>	179
<p>1 A. Um-hum. 2 Q. Is it accurate to say that this 3 example shows the vendor identification? 4 MR. REDDY: Objection; seeks legal 5 conclusion. 6 A. Yeah, I'm not really sure I 7 understand the question. I can tell you what 8 this screen is showing. 9 Q. Yes, tell me what this screen 10 shows. 11 A. This is the, with the P.O. Writer 12 Plus purchase history card. And if there was 13 history for that item, it would show the order 14 number, and that could be a PO number, it could 15 show a quote number. Next to that it would show 16 the order type. So if it were a new order you 17 could see that, if it would be a blank, a 18 contract release, a Q would be a request for 19 quote. 20 And then what it's specifically 21 showing is if there is a transaction, it would 22 show who the vendor was associated with that 23 transaction. That's all it's showing on this 24 page. 25 Q. So it identifies the vendor; is</p>	178	<p>1 Q. Did the P.O. Writer enable a user 2 to locate and find items to be purchased? 3 A. Yes. 4 Q. Did P.O. Writer maintain product 5 account logs on a database? 6 A. Yes. 7 Q. Did P.O. Writer display catalogs? 8 A. Yes. 9 Q. Once the catalogs were displayed, 10 could you select particular catalogs to search? 11 MR. REDDY: Objection; no 12 foundation. 13 A. Once the catalog was displayed? 14 Q. Yes. 15 A. Then you could select items. 16 Q. Did P.O. Writer maintain product 17 catalogs on multiple databases? 18 A. On multiple databases? It had one 19 single database. Well, no, that's not true 20 actually. 21 If they used our remote 22 requisitioning software, they could have 23 different catalogs on different stand-alone PCs. 24 So, and there was a product called remote 25 requisitioning, and then you would use the data</p>	180

<p>1 interface to import, and actually there is a 2 feature that imports the catalog. So you could 3 have catalogs on different stand-alone 4 computers, and users at different facilities 5 could requisition. And then they could be 6 imported into the big P.O. Writer Plus database. 7 So my answer would be yes, with 8 that explanation. 9 Q. Understood. 10 A. Again, I just want to make sure 11 that there is no misunderstanding, we didn't go 12 out to disparate supplier mainframes and check 13 their inventory. 14 Q. I understand. 15 Did P.O. Writer -- let me rephrase. 16 Did P.O. Writer maintain various 17 types of information about items from those 18 catalogs? 19 A. Yes. 20 Q. Could the product catalogs in P.O. 21 Writer be updated with new items? 22 A. Yes. 23 Q. Could the product catalogs in P.O. 24 Writer be updated with price information? 25 A. Yes.</p>	<p>181 1 results from a catalog search? 2 A. Yes. 3 Q. Was a selected item placed on a 4 requisition by P.O. Writer? 5 A. Yes. 6 Q. Did P.O. Writer provide the ability 7 to build a requisition with selected matching 8 items from a catalog search? 9 MR. REDDY: Objection; seeks legal 10 conclusion. 11 A. Yes. 12 Q. Can you explain how that was done. 13 A. Again, the user can select items in 14 a number of ways. They can start with a 15 catalog, subsort, pick items, go back, scroll 16 back in, perhaps leave the catalog ID blank, put 17 in a description, get another item, put it on 18 the requisition. 19 So the user was able, through a 20 single sit down session, to create a requisition 21 with a single item or multiple items that could 22 then become an order, or multiple orders. 23 Q. Did P.O. Writer provide the ability 24 to generate a purchase order from a requisition? 25 A. Yes.</p>
<p>1 Q. Could P.O. Writer store additional 2 text that would allow for a more detailed item 3 description? 4 A. Yes. 5 Q. Is there a limit to the number of 6 items that could be associated with a particular 7 source? 8 MR. REDDY: Objection; seeks legal 9 conclusion. 10 A. I would again say no. But based on 11 the way the customer configured their system, 12 it's really up to them on how they organized the 13 data. 14 Q. So could a customer configure its 15 product such that there was no limit on the 16 number of items that could be associated with a 17 particular source? 18 MR. REDDY: Same objections. 19 A. Again, same answer. I'd say there 20 wasn't a limitation. 21 Q. Could a user select a particular 22 catalog and search for desired items within the 23 catalog? 24 A. Yes. 25 Q. Could a user view a list of search</p>	<p>182 1 Q. Did P.O. Writer provide the ability 2 to generate multiple purchase orders to 3 different vendors from a single requisition? 4 A. Yes. 5 Q. Did P.O. Writer provide the ability 6 to determine the inventory status of a selected 7 item? 8 A. Yes. 9 Q. Was it possible to populate a 10 requisition from items selected from the 11 catalog? 12 MR. REDDY: Objection. 13 A. Yes. 14 MR. REDDY: Seeks legal conclusion. 15 Q. How is that done? 16 A. I'm sorry? 17 Q. How is that done? 18 A. The question one more time. 19 Q. How would a user populate a 20 requisition with items selected from a catalog? 21 MR. REDDY: Same objection. 22 A. The user would select the catalog, 23 subsort however they want, or get a whole list 24 of items that belong to that catalog. And they 25 would simply move the cursor next to the item</p>

<p>1 and indicate a quantity for the item. And that 2 was the process then for selecting that item to 3 be included on requisition. 4 Q. Was it possible to search across 5 multiple catalogs? 6 A. Yes. 7 Q. When you built a requisition from 8 items in a catalog, were the items in the 9 requisition associated with the source? 10 MR. REDDY: Objection; foundation, 11 seeks legal conclusion. 12 A. Again, the answer would be yes, 13 configured properly. 14 Q. Could a customer use the catalog ID 15 field to represent the suppliers they were 16 buying the item from? 17 A. They could. 18 Q. Did users do that? 19 A. Yes. 20 Q. Is it accurate to say that if a 21 customer took the catalog ID field in the master 22 item table into their database, and they chose 23 to enter into -- let me rephrase. 24 A. I'm taking notes on this one, it's 25 a little long.</p>	<p>185 1 They could also check through the stock 2 requisitioning available inventory in the 3 requisition process. They could also, the 4 buyers could also view on hand inventory. 5 Q. So could a user check the 6 availability of on hand inventory? 7 A. Yes. 8 Q. Could a user check the availability 9 of remote inventory? 10 MR. REDDY: Objection; seeks legal 11 conclusion. 12 A. If, when I say yes to remote 13 inventory, that assumes that the inventory 14 location is remote. I mean, again, an item can 15 be stored in many locations. And if one of 16 those locations happens to be remote, then the 17 answer is yes. 18 Q. Could you use P.O. Writer to search 19 for select items from multiple product catalogs? 20 A. Yes. 21 MR. REDDY: Objection; asked and 22 answered. I think you asked this question 23 six, seven times. 24 Q. How is that done? 25 A. I'm sorry?</p>
<p>1 Q. Let me ask a different question. 2 Once you built a requisition with 3 items from the catalog, was it possible to 4 generate purchase orders for the items in the 5 requisition? 6 A. Yes. 7 Q. Could you take a requisition and 8 turn it directly into a purchase order? 9 A. Yes. 10 Q. Could you take a requisition and 11 turn it into multiple purchase orders? 12 A. Yes. 13 Q. Could a user check both local and 14 remote inventory? 15 MR. REDDY: Objection; foundation, 16 calls for a legal conclusion. 17 MS. HUGHEY: Let me rephrase. 18 Q. Could a user check the availability 19 of requisitioned items in inventory? 20 MR. REDDY: Objection; seeks legal 21 conclusion, foundation. 22 A. During the requisitioning process 23 if a user had stock requisitioning, they had the 24 ability to see where an item was stored, with 25 how many locations an item might be stored in.</p>	<p>186 1 Q. How would a user use P.O. Writer to 2 search for select items from multiple product 3 catalogs? 4 MR. REDDY: Objection; calls for a 5 legal conclusion. 6 A. They would enter into the either 7 requisitioning module or the, as a buyer could 8 go in when they're creating a purchase order, 9 leave the catalog ID blank, and put in a search 10 criteria, item, description, commodity, in which 11 case the system would ignore the catalog ID 12 field and go out and search across the database, 13 effectively searching across catalogs. 14 Q. In the P.O. Writer system, could 15 user defined fields be used to associate a 16 vendor with an item? 17 A. Yes. 18 MR. REDDY: Objection. 19 Q. Was a user limited to the type of 20 item they put on the requisition? 21 A. No. 22 MR. REDDY: Objection; foundation, 23 vague. 24 Q. Was a user limited to starting with 25 the catalog and only putting those items on a</p>

<p>1 requisition?</p> <p>2 A. No.</p> <p>3 Q. Was there a limit to the number of</p> <p>4 combinations of items they could put on the</p> <p>5 requisition?</p> <p>6 MR. REDDY: Objection; vague.</p> <p>7 A. No.</p> <p>8 Q. I'm not talking about version 10</p> <p>9 anymore.</p> <p>10 A. Okay.</p> <p>11 Q. I want to understand what you were</p> <p>12 selling in 2002. Did P.O. Writer have a system</p> <p>13 in 2002?</p> <p>14 A. Yes.</p> <p>15 Q. Let me rephrase.</p> <p>16 Did American Tech -- at that point</p> <p>17 were you American Tech anymore?</p> <p>18 A. No, we were Purchasing Net at that</p> <p>19 point. And yes, we were selling procurement</p> <p>20 software.</p> <p>21 Q. Did the procurement software that</p> <p>22 Purchasing Net --</p> <p>23 A. Yes.</p> <p>24 Q. -- was selling in 2002 have the</p> <p>25 same functionality with respect to the version</p>	<p>189</p>	<p>1 MR. ROBERTSON: Are we coming to a</p> <p>2 close?</p> <p>3 MS. HUGHEY: This is it.</p> <p>4 (Lawson Exhibit 118 for</p> <p>5 identification, article entitled "Buyers'</p> <p>6 Guide to Software for Purchasing,"</p> <p>7 production numbers ePLUS 0219905 through</p> <p>8 ePLUS 0219910.)</p> <p>9 THE WITNESS: When I say not to</p> <p>10 that I know of, the company was sold at the</p> <p>11 end of last year, so I have no knowledge.</p> <p>12 Q. But prior to last year?</p> <p>13 A. No.</p> <p>14 Q. I've handed you what's been marked</p> <p>15 Lawson Exhibit 118. Marked ePLUS 0219905 to</p> <p>16 910.</p> <p>17 Do you recognize this document?</p> <p>18 A. I do recognize it.</p> <p>19 Q. What is this document?</p> <p>20 A. This is an excerpt from a magazine</p> <p>21 that was published called Purchasing Magazine.</p> <p>22 Q. And do you see on page ePLUS</p> <p>23 0219905, the first page, it says American Tech?</p> <p>24 A. Yes.</p> <p>25 Q. Is that your company?</p>
<p>1 10 product?</p> <p>2 A. I don't know -- I can't answer that</p> <p>3 specifically. And the reason is we were</p> <p>4 rebuilding the product line, so I would have to</p> <p>5 go back and check and see exactly what was</p> <p>6 available in the product at that moment in time.</p> <p>7 Q. Is it accurate to say that ePlus</p> <p>8 was aware of your product since at least 2006?</p> <p>9 MR. REDDY: Objection; foundation.</p> <p>10 MS. HUGHEY: Let me take a step</p> <p>11 back.</p> <p>12 Q. Are you aware of a company called</p> <p>13 ePlus?</p> <p>14 A. Yes.</p> <p>15 Q. Is it your understanding that ePlus</p> <p>16 was aware of your product -- was aware of P.O.</p> <p>17 Writer since at least 2006 or not?</p> <p>18 MR. REDDY: Objection; foundation.</p> <p>19 A. You know, we knew each other, but I</p> <p>20 can't tell you exactly what year we met.</p> <p>21 Q. Okay. Has P.O. Writer ever been</p> <p>22 accused of infringing any of ePlus's patents?</p> <p>23 A. No. I mean, not that I know of.</p> <p>24 MS. HUGHEY: I have one more</p> <p>25 exhibit.</p>	<p>190</p>	<p>1 A. That was the company we owned at</p> <p>2 the time, yes.</p> <p>3 Q. And do you see, if you go to page</p> <p>4 ePLUS 0219908.</p> <p>5 A. Um-hum.</p> <p>6 Q. Do you see right in the middle it</p> <p>7 says Structured Computer Systems?</p> <p>8 A. Yes.</p> <p>9 Q. Were you aware of Structured</p> <p>10 Computer Systems?</p> <p>11 A. Yes.</p> <p>12 Q. What product does Structured</p> <p>13 Computer Systems sell?</p> <p>14 A. Their product was called Reality.</p> <p>15 Q. Do you see just a couple below that</p> <p>16 it says Technical Services Associates?</p> <p>17 A. Yes.</p> <p>18 Q. Were you aware of Technical</p> <p>19 Services Associates?</p> <p>20 A. Yes, we were.</p> <p>21 Q. What product did they sell?</p> <p>22 A. Gateway.</p> <p>23 Q. Do you see ePlus on this document?</p> <p>24 A. In the article?</p> <p>25 Q. Yes.</p>

<p>1 A. No, I don't.</p> <p>2 Q. I just have a couple of questions</p> <p>3 about the P.O. Writer product. We've talked a</p> <p>4 lot about your desire to keep it confidential</p> <p>5 from your competitors. Is that accurate?</p> <p>6 A. Yes.</p> <p>7 Q. Is it fair to say that the reason</p> <p>8 you didn't want your competitors to see the</p> <p>9 manuals or the products is because you did not</p> <p>10 want them taking your product and selling it?</p> <p>11 MR. REDDY: Objection; leading.</p> <p>12 MS. HUGHEY: Let me rephrase.</p> <p>13 Q. Is it fair to say that you did not</p> <p>14 want your customers to see your manuals or have</p> <p>15 access to your software because you didn't want</p> <p>16 them to sell it or not?</p> <p>17 MR. REDDY: Objection; leading.</p> <p>18 A. To sell?</p> <p>19 Q. To sell the product.</p> <p>20 A. To sell our product?</p> <p>21 MR. REDDY: Same objections.</p> <p>22 A. The reason, I mean, I'll answer</p> <p>23 your question by saying the reason you don't</p> <p>24 want your competitors to see your product is you</p> <p>25 don't want them to take your ideas. It's a very</p>	<p>193</p> <p>1 confidential information getting to somebody</p> <p>2 that could put it in a product and use it</p> <p>3 against us.</p> <p>4 MS. HUGHEY: I have no further</p> <p>5 questions.</p> <p>6 MR. REDDY: I do have a few</p> <p>7 follow-up items.</p> <p>8 CONTINUED EXAMINATION</p> <p>9 BY MR. REDDY:</p> <p>10 Q. If we can start with the document</p> <p>11 that was given to you as Lawson Exhibit 110, the</p> <p>12 stock requisition -- I'm sorry, Lawson 107, the</p> <p>13 requisition interface module.</p> <p>14 A. Um-hum.</p> <p>15 Q. I would like to start with it's</p> <p>16 page number 4 in the manual, the Bates number is</p> <p>17 L 0126969.</p> <p>18 MS. HUGHEY: I'm sorry, what</p> <p>19 exhibit are we on?</p> <p>20 MR. REDDY: It would be Lawson 107,</p> <p>21 the requisition interface manual.</p> <p>22 MS. HUGHEY: Okay, go ahead.</p> <p>23 Q. Do you see there is a screenshot at</p> <p>24 the top of the page?</p> <p>25 A. Um-hum.</p>	<p>195</p>
<p>1 competitive market, and every year everybody is</p> <p>2 coming out with new features and functions to</p> <p>3 try and stay, you know, keep customers excited</p> <p>4 and meet, you know, needs and requirements.</p> <p>5 And so, you know, you don't want</p> <p>6 people knowing what you're doing for the very</p> <p>7 reason competitors don't like to share</p> <p>8 information.</p> <p>9 Q. So is it accurate to say that your</p> <p>10 concern wasn't with third parties who weren't</p> <p>11 going to use the information for commercial</p> <p>12 purposes, such as customers?</p> <p>13 MR. REDDY: Objection; vague,</p> <p>14 compound, leading.</p> <p>15 Q. Is it accurate to say that you had</p> <p>16 no concerns with confidentiality when it came to</p> <p>17 customers reviewing the products, as long as</p> <p>18 they weren't showing them to third parties?</p> <p>19 MR. REDDY: Objection; vague,</p> <p>20 compound and leading.</p> <p>21 A. It's fair to say that we wanted our</p> <p>22 customers to know how to use the product. And</p> <p>23 we wanted the users within their company that</p> <p>24 had a license to use the product to know exactly</p> <p>25 how to use it. And that we didn't want our</p>	<p>194</p> <p>196</p> <p>1 Q. And there are several fields</p> <p>2 displayed in that screenshot; is that correct?</p> <p>3 A. Yes.</p> <p>4 Q. And one of those includes a vendor</p> <p>5 and another one includes a vendor name; is that</p> <p>6 correct?</p> <p>7 MS. HUGHEY: I'm sorry, I'm going</p> <p>8 to stop you for one second. I can't find</p> <p>9 my 107. I'm just going to grab his.</p> <p>10 Can we take a fifteen second break.</p> <p>11 THE VIDEOGRAPHER: Going off the</p> <p>12 record at 4:23.</p> <p>13 (Discussion off the record.)</p> <p>14 THE VIDEOGRAPHER: Back on the</p> <p>15 record, 4:23.</p> <p>16 BY MR. REDDY:</p> <p>17 Q. So I think my question was do you</p> <p>18 see that there is two fields there, one says</p> <p>19 vendor and the other one says vendor name?</p> <p>20 MS. HUGHEY: What page are we on?</p> <p>21 MR. REDDY: Page number 4, the</p> <p>22 document labelled L 0126969.</p> <p>23 Q. Do you see those two fields?</p> <p>24 A. Um-hum.</p> <p>25 Q. Now, as we discussed this morning,</p>	<p>196</p>

<p>1 the only way that that vendor information would 2 be in the requisition is if it was either 3 manually entered by the user or was taken from 4 the history; is that correct? 5 A. In this context, that's correct. 6 Because in this context this manual is 7 describing the conversion of a requisition to a 8 purchase order. So this particular feature is 9 feature number 2 on the prior screen. So when 10 you're using that function, which is a direct 11 conversion requisition to P.O., then if a 12 supplier is shown here, it's because it's come 13 from the requisition itself. 14 Q. And the only way the supplier would 15 become a requisition would be in one of those 16 two ways, correct, and those two ways that I'm 17 referring to are that it was either manually 18 entered by the user or else it was associated 19 with the history that we discussed? 20 MS. HUGHEY: Objection; compound, 21 leading. 22 A. In this case it would be if the 23 user suggests a vendor on this particular screen 24 in this flow of a manual. 25 Q. So with respect to this particular</p>	<p>197 1 asterisk items." 2 Did I read that correctly? 3 A. Yes, you did. 4 Q. Is that a true statement of the 5 functionality of the requisition module in the 6 P.O. Writer Plus system? 7 A. That is a true statement as it 8 relates to this function in the requisition 9 interface on page 10 and 11. So it's what I 10 explained before. If there is no transaction 11 history and there is nothing for the system to 12 refer to to come back and suggest a supplier, if 13 you're using a function that is asking the 14 system to do an automatic supplier assignment 15 for you. 16 Q. Now, if I can direct your attention 17 to the next page, which is L 0126977. I believe 18 this page is discussing how vendor information 19 is placed on to the requisition. And if I can 20 direct your attention to the last paragraph. 21 It states "the objective is to 22 assign a vendor number, buyer code and ship to 23 code for each REQ./line you wish to move to the 24 P.O. hold file. This may be done automatically 25 but can be overwritten by the user."</p>
<p>198 1 screen as depicted on L 0126969, the only way 2 that vendor item data would be on this screen 3 would be if the user manually entered that data; 4 is that correct? 5 A. In creating the requisition, that's 6 correct. 7 Q. Now, if I can also direct your 8 attention to page number 11 of the document, 9 which is Bates labelled L 0126976. And there is 10 a screenshot -- 11 A. I'm sorry, where are you? 12 Q. Page 11 of the same document, of 13 the manual, which is Bates labelled L 0126976. 14 A. Got it. 15 Q. And I'm looking at the screenshot 16 located at the top of the page. 17 A. Um-hum. 18 Q. And I'm going to read from it. It 19 states "all requisitions are displayed in 20 requisition number order. You may enter a 21 vendor number for each item displayed or you can 22 let the system assign vendor numbers. It will 23 use the vendor from the latest purchase order 24 for the item. The system will not assign a 25 vendor number for items without history or from</p>	<p>200 1 Did I read that correctly? 2 A. Yes, you did. 3 Q. So is it true that the vendor 4 assignment process takes place during the 5 requisitioning stage, or during the purchase 6 order stage? 7 A. Your question is can -- I'm sorry, 8 ask me the question again. 9 Q. So I'm referring to this paragraph, 10 it states "the objective is to assign a vendor 11 number." 12 A. Right. 13 Q. So is it an accurate statement to 14 say that the vendor assignment takes place 15 during the requisitioning stage, or else later 16 on in the stage, such as in the purchase order 17 generation stage as we discussed earlier? 18 MS. HUGHEY: Objection; vague. 19 A. It can take place in many places. 20 The requisitioner can suggest a supplier or not. 21 The buyer can use the requisition interface. 22 And they can accept the suggested supplier from 23 the requisitioner, they can change it, or they 24 can use a function key to have the system try 25 and assign a supplier based on history.</p>

<p>1 And -- or, and what this is 2 concluding, this lesson concept, the idea is in 3 order to move to, in this example, the purchase 4 order stage, the system's looking for a vendor, 5 a buyer and a ship to code for each line. So in 6 this example, these were the lines that were 7 left over that hadn't been managed earlier in 8 the example. So that's the context of this. So 9 the vendor assignment can really happen in many 10 places.</p> <p>11 Q. Now, if I can direct your 12 attention -- we can put that one aside. 13 If I can direct your attention to 14 the stock requisitioning and kitting module, 15 which was Exhibit L 110. 16 Now, when you used the term stock 17 requisitioning, what is meant by that? 18 A. When a user had the inventory 19 control module, the user -- the requisitioner 20 might want an item. And the item can be put on 21 a purchase requisition, which has been the focus 22 of most of the conversation, or using this 23 module, if they license the stock requisitioning 24 module, they could request an item from stock. 25 So the idea is, you know, do I have</p>	<p>201</p> <p>1 Q. Now, I'd also like to direct your 2 attention to Lawson Exhibit 115, which is the 3 requisition module. 4 Now, this specific document, there 5 is no date that's specifically associated with 6 this document; is that correct? 7 MS. HUGHEY: Objection; vague. 8 MR. REDDY: I'm sorry, I'll 9 rephrase the question. 10 Q. There is no reference in this 11 document to what version this requisitioning 12 module that's described herein is referring to? 13 A. Well, the cover is handwritten by 14 the woman who's headed up client care and still 15 does. This happens I guess to be her office 16 copy. And I suppose if we look through the 17 whole thing we might find something with a 18 version number on its screen or a date or 19 whatever. 20 But it's my testimony that this 21 represents the requisitioning module version 10. 22 Q. And is there anything to 23 corroborate your testimony today that this -- 24 that the requisitioning module capabilities 25 described in this manual were associated with</p>
<p>1 it somewhere in an inventory location. So 2 instead of asking a buyer to buy it, you want to 3 use what you have already instead of buying 4 something new. 5 Q. And so the stock requisitioning 6 feature could only be used if the person also 7 had the inventory control module; is that 8 correct? 9 A. That's correct. 10 Q. I don't think I have any further 11 questions with respect to that manual. 12 Now, with respect to the data 13 interface utility, do you recall being asked 14 some questions about that specific module? 15 A. Today? 16 Q. Yes. 17 A. Yes. 18 Q. Now, the data interface utility, I 19 think you testified, in order for a user to 20 import data they would have to have the data 21 interface utility; is that correct? 22 A. To import, yes. 23 Q. And that was a separate module from 24 the purchasing module; correct? 25 A. That's right, um-hum.</p>	<p>202</p> <p>1 version 10? 2 A. Well, probably on page L 0127533, 3 there is a screen that I just flipped to that 4 has a requisition date in the top right-hand 5 corner of 6/1/93, which is consistent with a lot 6 of the dating. 7 The features that were in here 8 could probably be mapped back to the client 9 support program list where we talk about 10 features and functions. And that's really all I 11 could think of for you today. 12 Q. Now, you testified earlier that the 13 screenshots that are located within these 14 manuals were taken contemporaneous with the 15 manuals being prepared; is that correct? 16 MS. HUGHEY: Objection; 17 mischaracterizes the witness' testimony. 18 Q. Is that a correct statement? 19 A. The screenshots, I'll testify that 20 the dates on the screens are when people were 21 probably capturing the screenshots. 22 Q. And so if I can direct your 23 attention to the page that's 2-48 in the manual, 24 which is L 0127566. This is a screenshot titled 25 "archived requisitions by item number for 1/1/93</p>

<p>1 to 12/31/94."</p> <p>2 A. I'm sorry, this is 7556?</p> <p>3 Q. Or 7566, I'm sorry.</p> <p>4 A. That is correct, that would be a from and to range, which would be controlled by the user. They would have entered any period of time that they wanted. And it was not unusual when you're writing a manual to -- for a report to have a lower date, maybe a higher date. Just so we didn't have to update them every year.</p> <p>5 Q. So is it -- I'm sorry, I didn't 6 mean to interrupt you.</p> <p>7 Is it possible that this specific 8 document, this requisition module, was written 9 sometime after 12/31/1994?</p> <p>10 A. No. No, this is version 10 manual. It's most probable that the person that was doing the screen just put in a wide date range. Which would be perfectly acceptable to the computer.</p> <p>11 Q. And as we just discussed, there is 12 nothing you can specifically point to to 13 corroborate the fact that this is associated 14 with the version 10 manual; is that correct?</p> <p>15 A. All I can tell you is looking</p>	<p>205</p> <p>1 Q. And the screenshot says "this will 2 replace your current catalog with a brand new 3 catalog."</p> <p>4 Did I read that correctly?</p> <p>5 A. This will replace -- I'm sorry.</p> <p>6 Are you on 523?</p> <p>7 Q. Yes.</p> <p>8 A. This function completes --</p> <p>9 Q. I'm referring to the screenshot 10 which says "this will replace your current 11 catalog with a brand new catalog."</p> <p>12 A. I'm sorry, yes, that's what the screen says.</p> <p>13 Q. Now, does that not suggest that 14 there can only be one catalog in the P.O. Writer 15 database at any given time?</p> <p>16 A. Let me go back and see what the context of this is.</p> <p>17 I think that's misleading. If you 18 go back to page, the prior page, 522, it shows 19 you your different options for creating a 20 catalog. So in the utility section you can 21 create a brand new catalog, you can merge with a 22 current catalog, you can create new extended 23 description files, merge with current extended</p>
<p>1 through this and knowing what we were doing at 2 that point in time, that I believe this is the 3 version 10 manual.</p> <p>4 Q. Now, if I can direct your attention 5 to page 2-4 of the manual, which is Bates 6 labelled L 0127522.</p> <p>7 Now, the heading of that page says 8 "creating a catalog."</p> <p>9 A. Um-hum.</p> <p>10 Q. The first sentence says "before 11 creating a requisition you'll need to create a 12 catalog of items."</p> <p>13 Did I read that correctly?</p> <p>14 A. Correct.</p> <p>15 Q. Now, does this page suggest that 16 there could only be one catalog of items in the 17 P.O. Writer at any given time?</p> <p>18 A. No.</p> <p>19 Q. Well, if I can direct your 20 attention to the second page. I'm sorry, the 21 next page, which is Bates labelled L 0127523. 22 There is a screenshot that says "create new 23 catalog."</p> <p>24 Do you see that?</p> <p>25 A. Yes.</p>	<p>206</p> <p>1 descriptions, delete requisitions, delete 2 archived or requisitions, backup or reorganize.</p> <p>3 So this particular area, depending 4 on which function you chose, that might be true.</p> <p>5 But there was -- it was possible to merge 6 catalogs with the system. But it's a utility, 7 you have to be careful, you don't want to not 8 know what you're doing and end up overwriting 9 something, which users do.</p> <p>10 Q. But when you merge a catalog, there 11 is still only one catalog; correct?</p> <p>12 A. It becomes one item master file.</p> <p>13 And each item can have its own catalog ID. So effectively you're bringing in multiple catalogs.</p> <p>16 Q. I guess I just don't understand, 17 where does this specific page of this document 18 say that there can be more than one catalog in 19 the system?</p> <p>20 A. Well, I think that page may not say that. But I think if you look at other functionality, like merge with current catalog, that might help people understand.</p> <p>24 Q. So when you merge with one catalog, 25 that doesn't mean that there is more than one</p>

<p>1 catalog; correct? Would you agree with me? 2 MS. HUGHEY: Objection; calls for a 3 legal conclusion. You're getting 4 argumentative. 5 A. I want to make sure you understand. 6 There is an item master file. And that can also 7 be considered your catalog. The item number is 8 your key. The catalog ID is a very key field in 9 that. And the way the user interfaces with the 10 system is when they say I want a catalog ID or I 11 want to look at the list of catalogs, it's 12 looking in the item master file and searching 13 based on that particular field. 14 Q. So this catalog, is this the 15 catalog that's described in this specific page, 16 is that the same catalog as the catalog ID from 17 the item master file that we talked about 18 previously? 19 A. This is probably mixing terms, 20 which is probably what's confusing. When this 21 word catalog, it should really be item master. 22 But the users think of things more as a catalog 23 than they do item master. I don't know if that 24 helps you or not. 25 Q. So looking to the next page,</p>	<p>209 1 create a catalog of items"; correct? 2 A. That's what it says. 3 Q. And with respect to the catalog, 4 there is only two options, a user can either 5 create a new catalog or merge with a current 6 catalog; is that correct? 7 A. Those -- these are two methods. 8 The things we were talking about earlier today, 9 where you go to the item master file, that's 10 another method. The data interface utility is 11 another method. So there are many methods to 12 update that item master file. This is just two 13 more. 14 Q. Well, with respect to this specific 15 document, the only functionality with respect to 16 the catalog that's disclosed here is that you 17 can either create a new catalog or merge with a 18 current catalog; is that correct? 19 A. This is two of many ways to do 20 that. And these are two -- the only two that 21 are referenced on this page. 22 Q. And you're saying that in contrast 23 to the item master record, the catalog that's 24 described on this page refers to the totality of 25 item master records and not the catalog ID</p>
<p>1 0127523, I'm just asking, when a user tries to 2 create a new catalog, why does that replace, 3 quote, replace your current catalog with a brand 4 new catalog, end quote? 5 A. Because they've selected a feature 6 called create a new catalog. So this particular 7 utility, again, you're in a utilities section of 8 the product. This is not something an end user 9 is going to be doing, this is something your 10 system manager is going to be doing. And maybe 11 they just want to start all over. Maybe they, 12 you know, want to create something brand new. 13 Q. So returning back to the previous 14 page, which is L 127522, you'd agree with me 15 that the heading says creating a catalog; 16 correct? 17 MS. HUGHEY: Objection; asked and 18 answered. The document speaks for itself. 19 A. The page says creating a catalog, 20 correct. 21 Q. And there are, this is a screenshot 22 which indicates utilities; correct? 23 A. That's correct. 24 Q. And the first sentence states 25 "before creating a requisition, you'll need to</p>	<p>210 1 that's specifically written in the item master 2 file; is that correct? 3 MS. HUGHEY: Objection; vague. 4 A. What I'm saying is I think what's 5 confusing is the use, on this page, of the word 6 catalog. 7 Q. The system had the word catalog in 8 it; correct? These are screenshots from the 9 system? 10 A. This is a utility page that is 11 given to a user that would have the authority, 12 would have the privileges in the system to do 13 updating of the item master file. So maybe the 14 customer doesn't own the data in the interface 15 utility, and they want to get items in the 16 database. This would be one way they would do 17 it if they didn't happen to own that particular 18 module. 19 Q. So by creating -- 20 A. So just another way to do this. 21 Q. I'm sorry, I didn't mean to 22 interrupt you. 23 By creating a catalog, does that 24 mean that the user is creating a new catalog ID 25 for the item master record?</p>

	213	1 A. No. 2 Q. I'm just trying to understand. I 3 believe your testimony was that this is a 4 utility page that is given to a user that would 5 have the authority to update the item master 6 file. Is that correct? 7 A. Right. 8 Q. And so the only catalog information 9 contained in the item user file is the catalog 10 ID; correct? 11 A. Oh, no. I mean, there if -- 12 earlier there were the fields in the item master 13 file, the item, unit of measure, description, 14 the price, catalog ID, user defined fields. 15 Those are all part of the item master file. 16 So if you're importing catalog 17 information, those would be fields that would be 18 imported as well. 19 Q. I'm really not trying to be 20 argumentative. 21 A. I'm trying to help you understand. 22 And I'm just not getting through. 23 Q. I'm trying to understand what this 24 means when it says creating a catalog. Maybe if 25 we go back to the item master record, maybe that	215
	214	1 will help us out. 2 If you can go to Exhibit No. 2, 3 which is the guided tour. And just keep that 4 other document handy if you can. 5 The item master record is discussed 6 beginning at L 0126537. Which is page 7 of the 7 manual. 8 You see there is several fields 9 associated with that, right, which we discussed 10 this morning? 11 A. Right. 12 Q. And one of those fields is a 13 catalog ID; correct? 14 A. That's correct. 15 Q. So when we talk about Exhibit, 16 Lawson Exhibit 115, when it's talking about 17 creating a catalog, what does that have to do 18 with the item master record? 19 A. Some users think of the item master 20 as their catalog. So I think where the 21 confusion is coming in is if you are using the 22 requisitioning utility, and you're wanting to 23 bring data in, either start with a brand new 24 item master or you want to bring data in, 25 that -- you know what, I want to make sure I get	216
		1 this right. Let me take five minutes, and I 2 want to make sure that this isn't specifically 3 talking about updating the remote requisitioning 4 catalog. Remember I was talking about could you 5 have remote users with their own individual 6 catalog? 7 Q. You should certainly take any time 8 that you need to answer the question. If you 9 would like to take the time. 10 A. Because I really want to make sure. 11 I think where I'm feeling like we're getting a 12 disconnect is that there is an idea that you can 13 only have one catalog at a time. And, you know, 14 again, as it relates to purchase requisitions 15 and purchase orders in P.O. Writer, it was 16 driven around this item master file. 17 In requisitioning you did have the 18 ability to have disparate stand-alone systems, 19 and then you could pull in requisitions into the 20 database. I just want to make sure that this 21 maybe wasn't specifically related to that. 22 Because I might be confusing it, in which case 23 maybe I should just say I don't remember and we 24 can move on. 25 How about that? Let's do that.	

<p>1 for the remote requisition. So without me 2 really having done my homework, I think what I 3 would rather just say is let's just. 4 Q. So my understanding of your 5 testimony today is that you don't know to what 6 this specific catalog is referring to as listed 7 on this specific page, 127522? 8 A. Let's say that that is correct. 9 Q. And does that also hold true for 10 the word catalog listed on the next page, 11 127523, discussing creating a new catalog? 12 A. Let's say the same thing holds. I 13 would like to research that before I -- because 14 I can see that without some research I might 15 take you somewhere you don't want to be. 16 Q. I think we can put that document 17 away as well. 18 Now, Ms. Hughey asked you whether 19 or not you had the manuals available at trade 20 shows. Do you recall her asking you about that? 21 A. Yes, we do. Yes. 22 Q. And when you would have the manuals 23 available at trade shows, what would you do with 24 them at night after the trade show was over? 25 A. We would usually lock them up.</p>	<p>217 1 Q. Now, there was another thing that 2 Ms. Hughey directed you to with respect to the 3 guided tour document, which if you recall was 4 Exhibit No. 2. And specifically you directed 5 her to the document that's listed at 126682. 6 Which is page 153 -- I'm sorry, 151 and 152. 7 And I believe she was asking you 8 whether or not the P.O. Writer product had the 9 capability of converting an item from one 10 product in one source to another product in a 11 different source. Do you recall her asking 12 about that? 13 A. Yes. 14 Q. And I believe you testified that 15 this specific page described that functionality. 16 Is that correct? 17 A. This specific page allows you to, 18 when you select number 3, which was on the prior 19 page, requisition consolidating and splitting. 20 So this particular page once you made that 21 selection number 3 in this version, would allow 22 you to use that functionality. 23 And let's see, what are we doing 24 here? Consolidate or split, correct. So number 25 3 gets you to this page where you can begin to</p>
<p>1 Q. Now, Ms. Hughey, I recall she also 2 asked you whether or not you would sell the P.O. 3 Writer Plus -- the P.O. Writer Plus product to 4 any customer. Do you recall her asking you that 5 question? 6 A. Yes. 7 Q. And you recall what your answer was 8 to that question? 9 A. I said yes, we would sell it to 10 anyone. Not considering a competitor a 11 customer, considering like -- 12 Q. So there are certain customers to 13 whom American Tech would not have sold the P.O. 14 Writer Plus product; is that correct? 15 A. I wouldn't sell the product to a 16 competitor. 17 Q. And how would you typically go 18 about the process of investigating who was 19 trying to purchase the specific product? 20 A. How would we go through that 21 process? I think a lot of times you just know 22 who's in business. Recognize the names. A lot 23 of the people that would buy our product were 24 Fortune 500 companies, so we knew the names 25 pretty well.</p>	<p>218 1 use that consolidate and split functionality. 2 Q. But the functionality that she was 3 asking you about, which is whether or not you 4 could convert one item in one source to a 5 different item in a different source, that's not 6 described in the specific page; is that correct? 7 MS. HUGHEY: Objection; foundation, 8 leading. 9 A. What's described on this page is 10 after you make selection number 3, this 11 particular screen that's shown here is the 12 screen the user would use if they wanted to 13 begin to split or consolidate requisition lines. 14 MR. REDDY: I think if we can just 15 take a one-minute break, I'm pretty sure 16 I'm going to be done as well. 17 THE VIDEOGRAPHER: Going off the 18 record at 4:54. 19 (A recess was taken.) 20 THE VIDEOGRAPHER: Back on the 21 record, 4:59. 22 BY MR. REDDY: 23 Q. Now, you understand that the case 24 at issue here involves a suggestion of patent 25 infringement; correct?</p>

<p>1 A. Correct.</p> <p>2 Q. And you're not the familiar with</p> <p>3 the specific patent claims that are being</p> <p>4 asserted in this case; is that correct?</p> <p>5 A. I was years ago. But I haven't --</p> <p>6 I didn't read them recently, so it's not fresh</p> <p>7 on my mind.</p> <p>8 Q. But the specific claims that are</p> <p>9 being asserted in this case, you're not familiar</p> <p>10 with what claims are being asserted in this</p> <p>11 case; is that correct?</p> <p>12 A. I vaguely recall what was asserted</p> <p>13 years ago. I mean.</p> <p>14 Q. If I were to tell you that one of</p> <p>15 the patents that's being asserted in this case</p> <p>16 wasn't asserted in the other case, would that</p> <p>17 change your response as to whether or not you're</p> <p>18 familiar with the specific patent claims that</p> <p>19 are being asserted in this case?</p> <p>20 A. All I can tell you is years ago</p> <p>21 when I was a witness in the ePlus/SAP trial, I</p> <p>22 did read the patent or patents that were in</p> <p>23 question at that time. And I haven't done</p> <p>24 anything since then.</p> <p>25 Q. Perhaps I can speed it along. Let</p>	<p>221</p> <p>1 familiar.</p> <p>2 Q. But you're not familiar with how</p> <p>3 the court construed the claims in this case;</p> <p>4 correct?</p> <p>5 A. No, I don't know what's going on</p> <p>6 here.</p> <p>7 Q. So the testimony that you gave is</p> <p>8 just from your own personal knowledge and not</p> <p>9 taking into consideration the constructions that</p> <p>10 the judge has given as to what those terms mean?</p> <p>11 A. That's right.</p> <p>12 Q. Now, we briefly talked about the</p> <p>13 SAP case. And I think you indicated that you</p> <p>14 don't recall how much you were compensated by</p> <p>15 SAP in that case; is that correct?</p> <p>16 A. Not the exact number.</p> <p>17 And I'm glad you brought that up.</p> <p>18 Because I couldn't remember, once I answered</p> <p>19 that Tim may not have -- he may or may not have</p> <p>20 gotten compensated, I believe I said he didn't.</p> <p>21 Then I started to second-guess myself on that.</p> <p>22 So I did text him and ask him if he had gotten</p> <p>23 any money for that, and he said he couldn't</p> <p>24 remember either.</p> <p>25 So on that note, you know, he may</p>
<p>1 me represent that certain claims that are being</p> <p>2 asserted in this case were not asserted in the</p> <p>3 SAP case.</p> <p>4 A. Okay.</p> <p>5 Q. So based upon that representation,</p> <p>6 you're not familiar with all of the patent</p> <p>7 claims that are being asserted in this case;</p> <p>8 correct?</p> <p>9 A. Correct.</p> <p>10 Q. And you're not familiar with the</p> <p>11 order that the judge in this case has issued</p> <p>12 telling the parties what certain terms within</p> <p>13 those patent claims mean; correct?</p> <p>14 A. Right, I have no information other</p> <p>15 than what I sent you.</p> <p>16 Q. And so when you gave testimony</p> <p>17 today about certain terms that are within the</p> <p>18 patent, you gave that testimony as a layperson;</p> <p>19 correct?</p> <p>20 A. Well, a layperson who's been</p> <p>21 through a trial. I don't know if that makes me</p> <p>22 a layperson or not.</p> <p>23 Q. You're not --</p> <p>24 A. I have some experience with this</p> <p>25 topic. And so maybe then it would seem</p>	<p>222</p> <p>1 have dug around in some files and that might</p> <p>2 have ended up on the bill. So I'm going to say</p> <p>3 that we don't remember exactly on that. And I</p> <p>4 definitely don't remember the number.</p> <p>5 Q. Now, the consulting agreement that</p> <p>6 you had with SAP, was that between you and SAP;</p> <p>7 is that correct?</p> <p>8 A. I don't know if it was between</p> <p>9 me -- I think it was me and SAP. I don't think</p> <p>10 it was me and the law firm. That doesn't seem</p> <p>11 quite right.</p> <p>12 Q. But regardless, it was between you</p> <p>13 individually and either the SAP lawyers or SAP</p> <p>14 the company; is that correct?</p> <p>15 A. That's right.</p> <p>16 Q. And your husband may or may not</p> <p>17 have had a separate consulting arrangement with</p> <p>18 either SAP or the attorneys representing SAP; is</p> <p>19 that correct?</p> <p>20 A. I don't think he had an agreement.</p> <p>21 But I'm not 100 percent sure. I definitely had</p> <p>22 an agreement with them.</p> <p>23 Q. Do you recall how much you were</p> <p>24 compensated by, pursuant to that agreement, on</p> <p>25 an hourly basis?</p>

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7	"Guided Tour, Version 10.0,"		7	(Lawson Exhibit 102 for
8	production numbers L 0126514 through		8	125
9	L 0126701.)		9	identification, document, production
10	(McEneny Exhibit 3 for	80	10	numbers L 0126482 through L 0126500.)
11	identification, note report dated		11	(Lawson Exhibit 103 for
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13	ePLUS 219477 through ePLUS 219483.)		13	identification, document, production
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10	"Buyers' Guide to Software for	
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